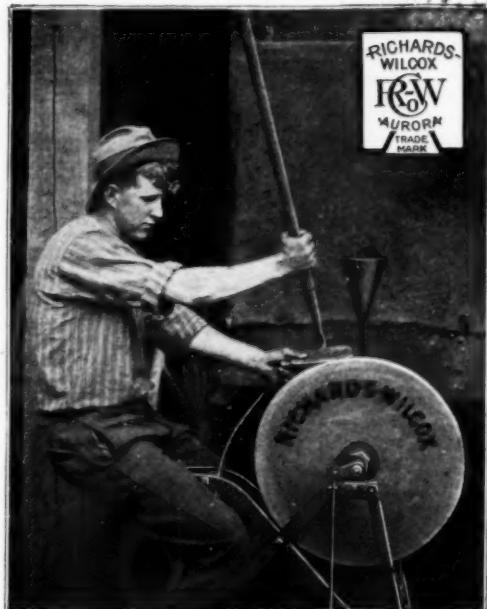


# AMERICAN ARTISAN and Hardware Record

VOL. 78. No. 24. 620 SOUTH MICHIGAN AVENUE, CHICAGO, DECEMBER 13, 1919.

\$2.00 Per Year.

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## SELLING GRINDSTONES

THE line you sell should be, first, a distinctive quality line.

It ought to cover a variety of styles sufficient to include the various tastes of the individual farmers, gardeners and artisans to whom you intend to sell grindstones.

All the numerous styles and sizes of grindstones of the line you sell should be built for the comfort and convenience of the operator, and have sufficient leverage to give him plenty of power and speed.

## THE R-W LINE OF GRINDSTONES

THE R-W line of grindstones meets the above specifications in every particular. It is the line that many dealers throughout the country are selling, with profit to themselves and satisfaction to their customers.

The **R-W GRINDSTONES** sharpen implements and tools quickly. They can be operated easily by one man. They give perfect sharpening satisfaction and therefore enable the user to do more and better work with his implements.

**R-W GRINDSTONES** are cut from selected **Berea Grit** and mounted in 15 stock styles of foot treadle and power grindstones. We also sell a complete line of loose stones and separate grindstone fixtures. Let us tell you more in detail about the **R-W** line of grindstones. Write for full particulars **TODAY**.

*See pages 260 to 281 of your No. 16 R-W catalog. If this catalog is not in your possession, write for a copy today*

**Richards-Wilcox Mfg. Co.**  
A Hanger for any Door that Slides.  
CHICAGO ST. LOUIS LOS ANGELES PHILADELPHIA ————— AURORA, ILLINOIS, U.S.A. ————— LONDON, ONT. BOSTON NEW YORK MINNEAPOLIS SAN FRANCISCO

# MAHONING HEATERS

**Sell Themselves**

So many superior qualities are involved in **MAHONING** construction that to tell of one would slight others equally as important.

No need to *talk* Mahoning qualities. *Show* your customer,—he will see it at a glance.

We want good live dealers everywhere, and offer a tempting proposition.

*A style and size for every purpose.*



**MAHONING TYPE "C"**

Illustration shows quite clearly the combustion as it takes place in the Mahoning system. Note how the admission of air through the slots in the firepot causes combustion to take place all around the outside of the fire. The hottest part of the flame is in direct contact with the outside surface of the heater where the radiation of heat takes place. Only one of the features that have made the Mahoning famous from coast to coast.

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YOUNGSTOWN, OHIO**

*A Mammoth Plant With a Mammoth Production*

**FRONT RANK**  
TRADE NAME REGISTERED

*Real "FITTING FITTINGS"*



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**HAYNES-LANGENBERG MFG. CO.**  
4058 FOREST PARK BOULEVARD  
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**ESTABLISHED 1880**  
Representative of  
The Hardware, Stove,  
Sheet Metal, and Warm  
Air Heating and Ventilating  
Interests  
**PUBLISHED EVERY SATURDAY**

# AMERICAN ARTISAN and Hardware Record

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remittances to

**DANIEL STERN**  
Publisher and Proprietor  
620 South Michigan Avenue  
Chicago Illinois

**TERMS OF SUBSCRIPTION IN THE UNITED STATES AND ITS POSSESSIONS (Invariably in Advance) ONE YEAR POSTAGE PAID \$2.00  
FOREIGN COUNTRIES ONE YEAR POSTAGE PAID \$4.00 CANADA ONE YEAR POSTAGE PAID \$3.00**

Entered as Second-Class Matter June 25 1885 at the Post Office at Chicago Illinois under Act of March 3rd 1879

VOL. 78. No. 24.

CHICAGO, DECEMBER 13, 1919.

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EVERY MAN OF business who loves his country wants to see it prosper. When production and distribution are general and well-balanced, the people **Burdensome** are happy and contented. Therefore, **Excess Tax.** anything which retards the development of this desirable state of affairs is harmful to the welfare of the nation. There is no escape from the truth that peace, order, and comfort depend upon the uninterrupted flow of commerce. Our present social conditions are unstable because production is not going on in a degree commensurate with our requirements. In this, the workers are not exclusively to blame. Manufacturers hesitate to begin extensive enlargements of their productive facilities under the prevailing handicap of burdensome taxation.

The matter has been clearly set forth by Morris F. Frey, tax consultant of the Guaranty Trust Company of New York in the current issue of the Trust Company's Magazine. He declares that nothing can help solve the present social unrest better than largely increased production, but business concerns can not be expected to accept the hazards of extensive expansion and at the same time pay to the Government a large proportion of their profits in the form of excess profits and income taxes. In the judgment of Mr. Frey, one of the most urgent reforms in our present system of taxation is the repeal of the excess profits tax. This tax in its present form, though probably justifiable as a means of raising revenue for the prosecution of the war, is both unscientific in principle and economically unsound. Although this tax is in the form of a direct tax on profits, it is, in effect, a most unsatisfactory commodity tax. A manufacturer, or merchant, or other business concern subject to the tax is required to estimate in advance, the amount which he is compelled to add to the selling price of the commodity and to pass the same on to the ultimate consumer, in order to protect himself against the heavy imposition. Because of the uncertainty of the determination of tax owing to the intricacies and complexities of the law, a business concern is apt to overestimate, rather than underestimate, its liability. In doing this, it becomes an unintentional profiteer in protecting itself from an undue usurpation of its earnings. If we abolish the excess profits tax, we undoubtedly will have eliminated a potent factor in the existing high cost of living.

The question of abolishing the excess profits tax is complicated by the three billion dollars deficit of government revenue, which must be met either by further issues of government bonds or an increase in taxation.

However the problem may be solved, it is certain that the difficulty will not be overcome by slowing down the productive progress of the country. The ability to pay taxes is in direct ratio to the exploitation of our country's material resources. When commerce ceases to provide a livelihood for the people, its volume becomes reduced to bare necessities. New enterprises are discouraged. Broadening of the scope of existing enterprises is hindered. Therefore, instead of increasing the sources of revenue for the Government, the excess profits tax operates against the purpose for which it was devised. No American worthy of the name objects to bearing his share of the burden. Every sensible man, however, refuses to sanction any needless increase of the burden. The adoption of a budget system for national finances and the devising of means of revenue which will distribute taxation evenly and justly are requirements which call for wisdom and cooperation throughout the business world.

LACK OF KNOWLEDGE is a handicap. Misapplication of knowledge is a waste of riches. Failure to use

**A Helpful Christmas Donation.** knowledge for betterment is a calamity. With words whose acid bites deep into one's consciousness, the great American critic, James G. Humeker, etches a picture of knowledge made to serve in the train of ignorance and pessimism. In a somewhat lengthy essay on the Russian novelist Michael Artzibashev, he sums up the state of mind in which not even annihilation is worth the trouble of a despairing gesture. "Revolutionist or royalist—your career is, if you but dare break the conspiracy of silence—a burden or a sorrow. Happiness is only a word. Love a brief sensation. Death a certainty. For such nihilism we must go to the jungles of Asia, where in a life-long silence, some fanatic fatidically stares at his navel, the circular symbol of eternity."

The power of Artzibashev's writing is not to be denied. He has talent of a high order. His strongest book, *Sanine*, has been translated into many languages. It is gloomy and depressing. It condones suicides and glorifies pessimism. What he has learned of life and literature has become a deadly distillate dripping poison from the point of his pen. His knowledge benefits no one because he has twisted it into a nihilism which is not merely political—for which he might be justified in the Russia of the tsars—but a nihilism which robs art of its color and music of its song.

It seems a far cry from the nihilism of Artzibashev

to the nihilism of the clerk or mechanic who learns barely enough to pass goods over the counter or work a sheet of metal through a crimping machine. The way in which commodities are made and sold has a bigger effect on humanity than the way ideas are conceived and disseminated. It is by no means a distorted or fanciful estimate of things to say that the clerk who neglects to increase his knowledge and practice of salesmanship or the mechanic who makes no effort to improve his craftsmanship is depriving himself of benefits which would enrich his life and enhance his worth to the community.

Knowledge improperly applied is futile. It does no good for its possessor, as in the case of Artzibashev. It is capable of much harm—intentional or otherwise. Knowledge is power. But the power of it serves no purpose unless it be concentrated upon definite achievement. The waters of Niagara Falls supply heat, light, and power for many industries since they have been diverted into the huge turbines of a mighty power station. Before that, they ran to waste. They were, in effect, a sort of nihilism—doing nothing positive or helpful.

The acquisition of knowledge is not enough. One must learn how to use it to advantage. This is a truth self-evident, yet needing frequent repetition. The hardware salesman or the sheet metal worker who reads and studies, needs guidance in the application of the knowledge which he obtains. One of the most efficient agencies for the accomplishment of this desirable end is AMERICAN ARTISAN AND HARDWARE RECORD. In its pages week after week are set forth the best and most practical methods for putting knowledge to work in the hardware store and the sheet metal shop. Consequently, employers who are trying to think of some practical Christmas gift for their clerks or mechanics can find few presents more useful and beneficial than a year's subscription to AMERICAN ARTISAN AND HARDWARE RECORD. Its fifty-two issues in the course of the year provide an abundance of experience, instruction, and training which enables the clerk or mechanic to convert knowledge into better merchandising and expert craftsmanship.

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THE TIME FOR taking inventory is approaching. Changes in price and increase of demand make it imperative that special attention be given to this essential matter. That many merchants have not yet learned the importance of inventory and the necessity of knowing what it costs them to do business is shown in a striking manner by Professor Melvin T. Copeland, Director of the Bureau of Business Research, Harvard University. In an illuminating report of an investigation into retail overhead expense, he declares:

"In practically every instance we found that the stores with a high rate of stock turn were operating at a substantially lower expense than the stores with a low stock turn. Furthermore, there is less loss through depreciation, shrinkage and obsolescence in stores which turn their stocks rapidly. We also found that many merchants do not know what it is costing them to do business. Frequently we had merchants

tell us specifically that they did not know what their total expense was. In the retail grocery trade and in the retail drug trade I judge that probably fifty per cent of the storekeepers do not take an annual inventory. As regards expenses, I am led to believe that an even larger proportion of retail merchants, have no accurate knowledge of their operating costs."

Offhand, the average observer might infer from present prosperity that all dealers are making profits. The demand in practically all lines of goods is far in excess of the supply. Yet, according to Professor Copeland, even under present conditions when losses are far less frequent than in ordinary times owing to the demand for goods, there are still quite a number of retail stores that are being operated at a loss. We can look ahead to a period of great business prosperity. Yet before we realize that we will have to go through some adjustments. The active demand in retail trade that is now resulting from inflation is particularly unstable. This demand has risen largely from consumers who have enjoyed a sudden, rapid increase in their incomes. Workmen, for instance, are buying silk shirts and many other luxuries to which they were not previously accustomed.

Overhead expenses have increased in proportion to rising costs of labor. It has been necessary—as a matter of justice—to advance the wages of clerks to enable them to keep pace with the cost of food, shelter, and raiment. Nominally, the retailer is receiving more money for the goods which he sells. But, in reality, his profits are not appreciably greater than they were in normal times. It behooves him, therefore, to adopt some practical system of cost-finding which will enable him to know with exactness what prices to charge for his goods in order to get a reasonable income from their sale.

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MERCHANTS WHO CLING to the belief that a recession of prices is about to take place are holding back their buying. If the opinion of trust No Decline worthy authorities is of any value, such Is in Sight. merchants are running a big risk of losing profits during the coming year. In a recent address before the Poughkeepsie Chamber of Commerce, Poughkeepsie, New York, Francis H. Sisson, vice-president of the Guaranty Trust Company of New York, declared:

"I do not think that all commodity prices have reached their peak, I base that conclusion on many facts, foremost of which is world scarcity of goods. I need not discuss that point, for you are all familiar with the vast devastation and curtailed production of peace time products which five years of the most destructive war in all history occasioned. Years will pass before world production can again become normal. I need cite but two illustrations to show the widespread want of necessities. Europe has only 55 per cent of its food requirements; it needs more than four and one-half billion bushels of grain, for instance, and there is available in all the world only about one billion bushels. Europe's shortage of coal is in excess of two hundred million tons—and that means, of course, greatly decreased production, as well as intense suffering. Europe must have these necessities,

and, consequently, as the law of supply and demand is ever operative—despite legislative enactments and bureaucratic decrees designed to suspend such fundamental economic laws—there is seemingly little prospect of materially reduced prices, at least for the immediate future."

Owing to the fact that the individual output of the American workman has decreased in the past year and that his wages have increased, the cost of production has necessarily advanced. There can be no lowering of prices until the volume of production is enlarged to a degree which will absorb the augmented costs of manufacture. Indeed, it is the belief of many shrewd observers that the high peak of prices has not yet been reached. Consequently, the wise retailer will make proper provision for such a contingency by keeping his stock of goods fully replenished. Only in this way can he take advantage of the continuance of prosperity among his customers.

#### RANDOM NOTES AND SKETCHES.

By Sidney Arnold.

Poets are not usually sought as business counselors, yet they possess the sense of moral values which is indispensable to great enterprises. Wherefore, there is more than common significance in the subjoined paragraph from the prose writings of the poet Longfellow:

"There is an honor in business that is the fine gold of it; that reckons with every man justly; that loves light; that regards kindness and fairness more highly than goods or prices or profits. It becomes a man more than his furnishings or his house. It speaks for him in the heart of everyone. His friendships are serene and secure. His strength is like a young tree by a river."

\* \* \*

A jolly visit the other day from Tom Pearson, President Central Heating and Supply Company, Chicago, Illinois, enlivened the routine of my office and gave me enough laughs to last a month.

\* \* \*

In addition to the physical betterment made possible by prohibition, there is surcease from the repetition of such ancient jokes as the following, says my friend Wallace L. Pond of the Nicholson File Company, Providence, Rhode Island:

Police Magistrate (recognizing dilapidated old offender in dock): Ah, John, what's brought you here this time?

John: Two policemen, yer Honor.

P. M.: Drunk again?

John: Yis, yer Honor, both of them.

\* \* \*

Ludicrous blunders are often made by taking words in their literal meaning, remarks my friend Stewart S. Crippen, of L. B. Allen Manufacturing Company, Chicago, Illinois. He recites the following example:

Strolling along the quays of New York harbor an Irishman came across the wooden barricade which is placed round the inclosure where emigrants suspected of suffering from contagious diseases are isolated. "Phwat's this boarding for?" he inquired of a by-

stander. "Oh," was the reply, "that's to keep out fever and things like that, you know." "Indade!" said Pat, "O'i've often heard of the board of health, but, be jabbers, it's the first time O'i've seen it."

\* \* \*

The most resultful advertising is that which makes its meaning clear beyond misunderstanding. Hints and suggestions, no matter how broad, are not so effective as straightforward wording, declares my friend C. G. Barth, of Rehm Hardware Company, Chicago, Illinois, who illustrates the point with the following bit of conversation between two debutantes:

Ina—"But perhaps he was bashful. You should have thrown out some hint that a kiss would not be objectionable."

May—"I did everything possible. I told him I had such a sore throat, that I couldn't scream whatever happened."

\* \* \*

Optimism does not mean a visionary estimate of possibilities, in the opinion of my friend Anthony L. Castle, vice-president Channon-Emery Stove Company, Quincy, Illinois. Wherefore, he rejects the following definition:

"An optimist is a person who'll go into a restaurant without a cent into his pocket and figure on paying for the meal with the pearl he hopes to find in the oyster."

\* \* \*

As the story was told me by my friend Hamp Williams of Hot Springs, Arkansas, an old Southern planter met one of his former slaves whom he had not seen for a long time.

"Well, well!" said the planter. "What are you doing now, Uncle Amos?"

"I's a-preachin' of de Gospel."

"What! You preaching?"

"Yassah, marster, I's a-preachin'."

"Well, well! Do you use notes?"

"Nossuh. At de fust I use notes, but now I demands de cash."

\* \* \*

Socrates said, "Know thyself." He may have been repeating a bit of wisdom that came down to him from the cradle days of the race. But he did us a service in transmitting it. Self-analysis is the thing from which most of us shrink. If done honestly, it is painful. Nevertheless, it is good for our moral health. We become more tolerant of the flaws which we detect in others when we find their counterpart in ourselves. The lesson of self-analysis is cleverly set forth by S. G. Williams in these lines:

#### Watch Yourself Go By.

Just stand aside and watch yourself go by;  
Think of yourself as "he" instead of "I."  
Note, closely as in other men you note,  
The bag-kneed trousers and the seedy coat.  
Pick flaws; find fault; forget the man is you,  
And strive to make your estimate ring true.  
Confront yourself and look you in the eye;  
Just stand aside and watch yourself go by.

And then, with eyes unveiled to what you loathe—  
To sins that with sweet charity you'd clothe—  
Back to your self-walled tenement you'll go  
With tolerance for all who dwell below.  
The faults of others then will dwarf and shrink,  
Love's chain grow stronger by one mighty link—  
When you, with "he" as substitute for "I,"  
Have stood aside and watched yourself go by.

# AMERICAN ARTISAN

## JOHN M. WALLACE.

First impressions are helpful. Of course, they are not comprehensive. They do not give us all the variations of detail. But such impressions have the advantage of being free from preconceived notions. Seldom are they distorted by twists of opinion. Hence they are photographic in effect rather than analytic. For that reason, first impressions are generally trustworthy. Many persons there are who believe the contrary—under the influence of proverbs. But men of experience, whose business requires them to make quick estimates of character, learn to rely upon first impressions. Rarely are they compelled by later impressions to recast their conclusions.

One's first impression of John M. Wallace is that he is shrewd, just, and warm-hearted. He knows how to smile with his eyes as well as with his lips. Indeed, he might truly appropriate the lines of Tom Hood's Ode to Rae Wilson and say:

"No solemn, sanctimonious face I pull,  
Nor think I'm pious when I'm  
only bilious."

The impression which he makes at the outset is that it is easy to get on a friendly footing with him. After the second or third meeting one would be addressing him by his first name as naturally as if one had played marbles with him back in Pittston, Pennsylvania—where he was born March 4, 1877, of Scotch parentage.

He came to Chicago, Illinois, in the early years of his boyhood. In 1891 he was graduated from the Humboldt School, a public school of Chicago now known as the Bernard Moos School. He then went to work for Walter Dieffenbacher in a wholesale hardware specialties house at Lake and LaSalle Streets, Chicago, where he remained until 1893. In that year he entered the employ of his father who had started a hardware store in 1883. Subsequently he became associated with his father in the capacity of a partner in the establishment and the business of machinists' supplies was added to an already flourishing trade.

The firm prospered because the son, John M. Wallace, put every atom of his personality into its operations. He has a keen sense of responsibility. Therefore, he never shirked the performance of what he

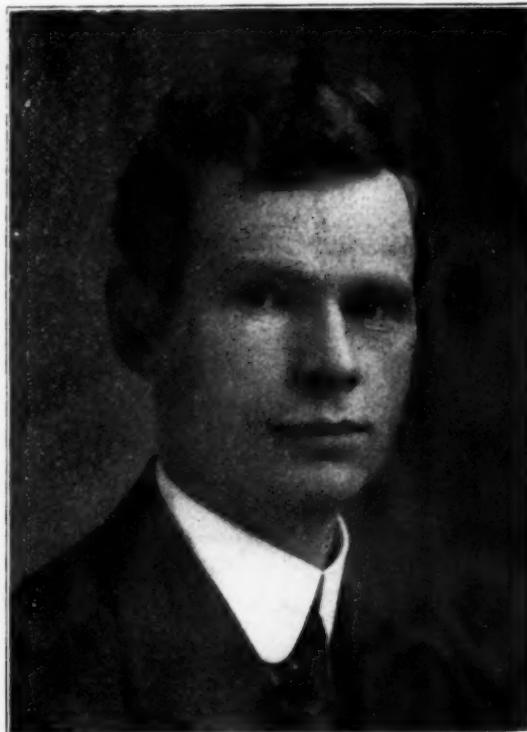
considered his duty to the business. By virtue of his Scotch inheritance he was diligent and shrewd in commercial matters. These traits were intensified by the reading of a passage at school from the works of Daniel Webster. He was profoundly impressed by Webster's declaration that "if we take to ourselves the wings of the morning, and dwell in the uttermost parts of the sea, duty performed or duty violated is still with us, for our happiness or our misery. If we say the darkness shall cover us, in the darkness as in the light our obligations are yet with us."

His sense of duty is not confined to personal interests. He recognizes the debt which every merchant owes to the trade with which he is connected.

He is firmly of the conviction that the individual can thrive only as the collectivity prospers. Consequently, he devotes much thought and effort to the influence and service of the Chicago Retail Hardware Association. At the recent election of officers he was chosen Vice-president of the Association. He is a strong advocate of free exchange of ideas and experience among its members. For this reason, he has lately been advising his brother dealers to keep up their stock because he does not believe that there will be any decline in the prices of hardware materials.

He belongs to several other organizations, including the Machinery Club of Chicago, Humboldt Lodge Number 6 of the Columbian Circle, Humboldt Park Lodge Number 658, Independent Order of Foresters, and various Masonic bodies. Besides, he is quartermaster of the Second Infantry Veteran Corps of the Illinois National Guard.

A trait of his character which deserves to be emphasized is his patriotism. His love of country is not merely sentimental. It is practical and positive. He has no patience with those who are constantly finding fault with American institutions. The benefits achieved for the people by our system of government are overwhelmingly greater than its imperfections. Wherefore, he believes in placing the stress upon the good in our nation and thus educating the people to the practice of better citizenship in their relation to one another.



# HALL OF FAME

## WILLIAM S. KENNEDY.

The horizon of life is never empty. Every character has a setting in which it reaches full expression. Although he is versatile enough to adapt himself to many shifts of circumstance, William S. Kennedy is the sort of man who would find himself thoroughly at home in the scene which the English poet Edward Carpenter depicts thus graphically:

"Sunday, a still autumn morning, and all the roads on the outskirts are thronged with people.

"Where the streets begin to run wild towards the country, with patchwork of garden-allotments, and occasional hedgerows and overhanging trees, they go—

"Pale-faced men and girls hardly escaped for an hour or two from breathing the eternal smoke. . . .

"Most of the men stand about in knots on the road or in their gardens, some smoking—some with fox-terriers and coursing dogs.

"Handsomely stand the yellow and the lilac dahlias on their tall stalks; and the marigolds and other flowers look well amid the green. The air is full of the scent of celery.

"Some are banking up their celery-beds, some are getting potatoes, others lie on their backs enjoying the lazy air, others are gathering flowers. . . .

"There is plenty of chaff as the groups of young mechanics pass the groups of chatting, laughing girls—some go apart arm in arm together.

"Withal the wan look of many faces there is I know not what sense of naturalness and wholesome feeling abroad today (the stuffy people are safe out of the way in church).

"The air is full of voices and laughter; from some of the neighboring cottages come sounds of music."

Into such a scene William S. Kennedy fits as naturally as his eyes fit into his head. This not saying that he could not pick his way through the artificialities of a drawing-room if need be. But it implies that he is forthright, unpretentious, frank, a man of the folk, and a hater of shams and haughtiness. He is placed without being phlegmatic. He takes for granted the common kinship of human beings and looks everyone in the eye with a serene sense of friendly assurance.

You can not get the best of such a man by craftiness, deceit, or cajolery. But you can get the best from him in the way of kindness and service by matching his honesty with honesty and his sincerity with sincerity. To the young men just beginning a business career no better model could be presented than this pleasant-mannered, quiet, efficient hardware expert. It is not the loudest motor which develops the most power, though it may attract the most attention.

For twenty-five years, William S. Kennedy has been buying goods for Hibbard, Spencer, Bartlett and Company, Chicago, Illinois, in the builders' hardware department. In fact, he has never been associated with any other concern since he was graduated from high school in the city of Chicago. He was born in Chicago, July 2, 1869, and received his education in the city schools. His first employment was with Hibbard, Spencer, Bartlett and Company. His natural sincerity caused him to use all his talents in the performance of each day's work. Thus he advanced through successive stages of promotion to the responsible position of buyer of builders' hardware for the firm.

His popularity in the trade is evidenced by his recent election to the office of Secretary of the Hardware Club of Chicago. Apart from membership in the Masonic fraternity, he belongs to no other organization than the Hardware Club of Chicago. He enjoys outdoor sports. He plays baseball, skates, swims, and finds pleasure in long walks.

Thus he contrives to keep himself physically up to the exacting requirements of his work. It is true that men have accomplished big things in business, art, and statesmanship despite the handicap of bodily infirmities. Alexander Pope, Napoleon, and Steinmetz might be mentioned as examples. But Nature's law of "a sound mind in a sound body" is seldom violated with impunity. Not only does William S. Kennedy maintain his vigor by proper exercise, but he conserves it by practicing a self-control which holds him tranquil under every stress and strain. This accounts for the quiet efficiency of the man. Friends like him because his disposition never varies.



## UP TO THE MINUTE NEWS SIFTINGS

The Advance Stove Works, Evansville, Indiana, plans a foundry addition.

### REGRETS ILLNESS OF HUGH A. COLE.

Considerable anxiety is felt by the many friends of Hugh A. Cole of Cole Manufacturing Company, stove manufacturers, Chicago, Illinois, because of a serious illness which he is undergoing. He is suffering from an attack of pneumonia. It is the earnest hope of all who know him that he will come safely through the crisis and return soon to the full vigor of his powers.

### PASSES BILL TO PREVENT STIFLING OF AMERICAN INDUSTRIES BY FOREIGN IMPORTATIONS.

A bill to prevent the stifling of American industries was passed in the Congress, December 9, 1919. The measure is now before the Senate for action. It provides for extra duty on imports offered for sale here at less than cost or value at home. Due to the low standard of foreign money it would be disastrous to American industries to permit importation of products to be sold at cost or less than home values.

The principal speech in advocacy of the bill was made by Representative Fordney, of Michigan, chairman of the House ways and means committee.

"The purpose of the bill is to prevent the stifling of domestic industries by dumping of foreign merchandise upon the American market at less than its fair value in the country of production," said Mr. Fordney in presenting the Bill.

"Over twenty years ago, by the enactment of the Sherman anti-trust law, Congress recognized the necessity of legislation to prevent unfair methods of competition and monopoly within the United States, but effective legislation to prevent discriminations and unfair practices from abroad, to destroy competition and control prices, has not been enacted."

The essence of the bill is stated in Section 9 as follows:

"That whenever merchandise, whether dutiable or free, is exported to the United States of the class or kind provided for in this act, and the sales price is less than the foreign home value, or in the absence of such value is less than the value to countries other than the United States, or in the absence of such value, is less than the cost of production, there shall be levied and collected, in addition to the duties on imported merchandise prescribed by law, a special duty in an amount equal to the difference between the sales price and the foreign home value or the value to countries other than the United States or the cost of production, as the case may be."

Because of the steep depreciation of German money

the measure is aimed chiefly at that country. Before the war Germany sold dyestuffs, chemicals and such other commodities at a cost far below their possible manufacture at home, thus preventing the development of similar industries in this country.

### LONG RESISTS CORROSION AND DUST.

Made of high grade cast iron, the "Best" Flue Thimble, illustrated herewith, manufactured by the Sterling Foundry Company, Sterling, Illinois, will last



an unusually long time. The quality of the metal used in the manufacture of these flue thimbles resists corrosion and rust, declare the producers. Their use is a step towards fire prevention, and the good service

obtained gives satisfaction. The "Best" Flue Thimble comes in eight sizes. It is neatly japanned which adds to its length of service. Thickness is one-eighth inch; length, four inches; width of flange, three-fourths inch. According to the manufacturers, dealers carrying a stock of these products will find them profitable because of their superiority which results in quick turn-overs. Details, prices, etc., can be obtained from the Sterling Foundry Company, Sterling, Illinois.

### PUTS STRESS ON COST OF LEISURE.

The high cost of living is not the only problem before America, according to Vice President Thomas R. Marshall. The high cost of leisure is also a menace he says. "One of the old ideas of the republic was that the limit of striving for success was the limit of capacity and endurance," declared the Vice President recently. "The real evil which we are confronting today is the high cost of leisure. I speak in a censorious way because I am myself the laziest of the lazy.

"I only beg the thoughtful consideration of younger men who have the good of the republic at heart, seriously to consider the problems as to whether the only way in which to meet the increasing difficulties of American life is not by additional striving to produce more, to earn more, to economize more, and to save more."

Each American citizen has it well within his power to follow the Vice President's advice, no matter what his condition. No matter what he is able to earn, whether small sum or great, the securities of the Government, Thrift Stamps, War Savings Stamps, Treasury Savings Certificates, Certificates of Indebtedness and Liberty Bonds give opportunity to save at least a part of his reward of labor.

All the world hates a quitter.

# THE WEEK'S HARDWARE RECORD

*Of Interest to Manufacturer, Jobber and Retailer*

**AMERICAN ARTISAN AND HARDWARE RECORD**  
is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 42 to 47 inclusive.

The Master Tool Company, Providence, Rhode Island, has been incorporated to make tools with \$25,000 capital, by Joseph Duplessie, Henry C. Hart and William D. Grady.

Albert F. Lincoln and Company, Taunton, Massachusetts, have let the contract for a one-story, 40x150-foot machine shop and factory, to be devoted to the manufacture of small tools.

The Walden-Worcester Company, Incorporated, Worcester, Massachusetts, maker of wrenches, has let the contract for a one-story, 132x173-foot factory and boiler house, to cost \$38,000, this being the second unit of its new plant.

#### ANNOUNCES ITS EIGHTEENTH ANNUAL CONVENTION AND EXPOSITION.

The New York State Retail Hardware Association believes that its Eighteenth Annual Convention and Hardware Exposition to be held February 17, 18, 19, 20, 1919, at The Armory, Syracuse, New York, will be the most gainful for all concerned ever scheduled. Preparations are being made to accommodate large numbers. The Association is requesting the cooperation of all its members. Posters announcing the convention are being forwarded to retail hardware merchants with the instruction that they be hung in a conspicuous place. Stamps which can be conveniently pasted on letters containing notice of the coming Convention are also forwarded to dealers. John B. Foley, Secretary of the New York State Retail Hardware Association, with offices at 607 City Bank Building, Syracuse, New York, urges the utilization of the advertising matter sent merchants. The supply of either stickers or posters will be replenished if word is sent to Mr. Foley at the above offices of the association.

#### HARDWARE MAN WILL BE ELECTED MAYOR FOR THIRD TIME.

That practical knowledge of merchandising can be made to serve the purpose of good citizenship is amply demonstrated in Leominster, Massachusetts. The mayor of that thriving city is Henry F. Sawtelle, one of the leading hardware dealers of the town. He is now rounding out his second term in the administration of that office. So eminently satisfactory has this service been to the voters that he has been nominated for a third term of two years. No rival candidate has entered the field against him. Consequently, he

will be elected mayor of Leominster, Massachusetts, for the third term.

#### INDULGE IN MENTAL INTROSPECTION.

Indulge in a little mental introspection. Clean up your mental garret. Get your mental direction right. The whole State Militia can't keep you from success. Get your mental attitude, and your mental direction right and success is yours. It is simply a matter of sticking on the job. The man who starts out to get the right mental attitude must guard himself against getting the wrong attitude that comes from substituting prating self conceit for a real understanding of present or latent powers. When a man feels himself getting too good an opinion of himself, he should dip into astronomy, and see what an infinitesimal part of the universe man is. Small as he finds himself, he should determine to be at his best. Why, it would take 1,600 earths to make one Jupiter, yet this earth, small as it is, tucked away in one corner of one of a thousand universes, is important and has its work.

#### OPENS OFFICES IN CHICAGO.

His numerous friends among hardware jobbers will be pleased to learn that W. Al. Treat has established himself as a manufacturers' representative with offices at 1100 State and Lake Building, Corner of Lake and State Streets, Chicago, Illinois, where he will begin his new activities January 1, 1920. Mr. Treat was for twelve years with the Chicago Spring Butt Company and has earned a reputation for salesmanship and service throughout the trade.

#### PATENTS A SPRING LOCKING WASHER.

Under number 1,323,188, United States patent rights have been granted to Frank Humphris, Boscombe, England, for a spring locking washer described in the following paragraph:

An annular washer of the class specified comprising a washer body, a series of integral resilient tongues formed from said washer body in the peripheral margin thereof, an inner series of resilient tongues concentrically disposed relative to said peripheral series, said washer body presenting between said series of tongues a continuous annular rib, the biting edges of the tongues constituting said inner series and the biting edges of the tongues constituting said peripheral series being disposed in staggered arrangement, said tongues of the peripheral series projecting in an opposite direction from the face of the washer body relative to the tongues of the inner series.



## WINDOW DISPLAY COMPETITION IS AN INCENTIVE TO ATTRACTIVE CHRISTMAS ARRANGEMENTS.

Christmas is coming. Along with this most cheerful of all holidays comes the increased demand for all sorts of goods. The presentation of gifts to friends as tokens of good will and remembrance enhances sales far beyond any other time of the year. The purchaser of Christmas presents is influenced to a greater extent by effective advertising and exhibits than those who buy because of personal necessity. Usually the prospective buyer is undetermined what to obtain for his friends. He does not make up his mind what to buy until he actually does his shopping. The window display can be put to more effective use at Christmas time than ever before. It requires exacting skill. The hardware merchant can concentrate on the fact that his store is the headquarters for useful gifts—gifts that beside being tokens of friendship serve good purposes. Portraying various utensils, toys, tools, flashlights, etc., a beautiful and attractive arrangement can be laid out. Very few dealers do not make special efforts to raise the standard of their window exhibits at Christmas time. Most often the Christmas arrangement far exceeds the displays during the entire year. Why not photograph your Christmas Window Display and enter it in the Window Display Competition which is being conducted by AMERICAN ARTISAN AND HARDWARE RECORD. Take advantage of this extraordinary offer of aiding you to increase the value of your window exhibits. The rules governing the contest are herewith given:

### Award of Prizes.

The prizes will be awarded as follows:

First prize, \$50.00 in cash, for the best photograph and description received of window display of hardware or kindred lines;

Second prize, \$25.00 in cash, for the photograph and description second in merit;

Third prize, \$15.00 in cash, for the photograph and description third in order of excellence;

Fourth prize, \$10.00 in cash, for the photograph and description fourth in degree of worthiness.

### Conditions of Competition.

The conditions of the competition are as follows:

The photograph must be accompanied by descriptions of how the window displays were arranged and the materials used. The description is important and hence should be adequate. These photographs and descriptions may be sent by mail or express, charges prepaid, and must reach this office not later than February 2, 1920. Address all photographs and descriptions to AMERICAN ARTISAN AND HARDWARE RECORD Window Display Competition, 620 South Michigan Avenue, Chicago, Illinois.

Each photograph and description must be signed by a fictitious name or device and the same name or device must be put in a sealed envelope containing the real name and address of the contestant. This sealed envelope is to be enclosed with the photograph. Contestants are permitted to enter as many photographs of displays as they please.

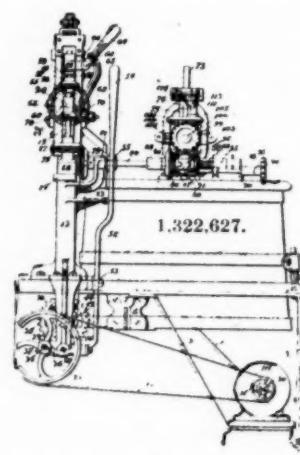
A Competition Committee of three will be ap-

pointed. One of them will be an expert window dresser and one an experienced hardware man. This Committee will pass upon the merits of all photographs and descriptions received, without knowing the names or addresses of the senders, and will decide the winners of the Competition.

AMERICAN ARTISAN AND HARDWARE RECORD reserves the right to publish all photographs and descriptions submitted.

## OPERATING MECHANISM FOR WASHING MACHINES IS PATENTED.

United States patent rights have been obtained by William H. Sargent, St. Louis, Missouri, assignor to Wayne Manufacturing Company, St. Louis, Missouri, a corporation of Missouri, under number 1,322,627, for an operating mechanism for washing machines described as follows:



Mechanism of the character described, comprising a support, a bracket attached to said support, a vertical shaft extending through said support, and journaled in said bracket for axial and rocking movements, a rotary crank shaft, means operated by said crank shaft to impart axial movements to said vertical shaft, a gear element through which said vertical shaft extends, a movable bracket holding said gear element from vertical movement by said vertical shaft, means for actuating said gear element from said crank shaft, and means for rocking said vertical shaft from said movable bracket.

## SUPPLIES HALF OF COUNTRY'S NEED.

Fully half the mop sticks sold in this country are of its make, claims the Stover Manufacturing and Engine Company, Freeport, Illinois. Their popularity is in the service they give, it is said.

Illustrated herewith is the Ideal Spring Lever Mop Stick, made by the Stover Manufacturing and Engine Company. On these mop sticks the coil spring exerts a steady pressure on the mop cloth and holds a cloth of any thickness firmly in place. The coil spring is made of high grade material and will retain its flexibility for a long time. The mop is opened or closed by throwing the steel lever up or down. A complete line of mops for household and janitor use is made by this company. Prices and descriptive literature will be mailed upon inquiry to the Stover Manufacturing and Engine Company, 719 East Street, Freeport, Illinois.



Ideal Spring Lever Mop Stick, Made by the Stover Manufacturing and Engine Company, Freeport, Illinois.

throwing the steel lever up or down. A complete line of mops for household and janitor use is made by this company. Prices and descriptive literature will be mailed upon inquiry to the Stover Manufacturing and Engine Company, 719 East Street, Freeport, Illinois.

Wit without wisdom is wearisome.

## *Automobile Accessories Branch of National Hardware Association Holds Convention.*

A higher purpose than that of accumulating dollars was the central motive which actuated the second annual meeting of the Automobile Accessories Branch of the National Hardware Association which was held December 8 and 9, 1919, in Hotel Sherman, Chicago, Illinois. Frequently throughout the sessions, the necessity for cooperation was reiterated in varying form. Not from the inspiration of altruism or of sentimental ideals so much as from the conviction of practical experience, the members of the Automobile Accessories Branch placed emphasis upon fellowship of effort for the common good. They are keen, successful men of business. They know that industry is composite, and that its units thrive only when the collective interests are fostered and promoted. Interchange of ideas increases values for all concerned. Many important problems were discussed at the second annual meeting which was called to order by President Robert H. Treman, at 10 o'clock Monday morning, December 8, 1919. After the singing of two stanzas of "America" by the assembly, President Treman delivered his annual address to the delegates as follows:

**Address of Robert H. Treman, President National Hardware Association to the Second Annual Meeting of the Automobile Accessories Branch of the National Hardware Association, Hotel Sherman, Chicago, Illinois, December 8, 1919.**

It is my privilege on behalf of the National Hardware Association, its officers and members, to extend to the members of the Automobile Accessories Branch the greetings of the officers and our very best wishes for a successful convention. This branch of the Association has grown to be such a lusty infant that it threatens to overpower the parent.

**Saw the First Horseless Wagon.**

In 1905 it was my privilege for a few days to be in Paris and to see the first horseless wagon that was then being experimented with in the parks of Paris, and when you think that within 25 years those horseless wagon trucks have superseded practically the horse drawn vehicles it is somewhat marvelous, the changes that have taken place. I do not expect in any way to trespass upon the function of the chairman of this meeting in giving any statistics as to the growth of the association, but I would like to say a word or two in regard to the business outlook, because it seems to me that we have problems to face, perhaps, in the next two or three years, which are as great, if not greater than those we have already faced.

**Describes Conditions Abroad.**

The conditions in Europe are such that it makes it very difficult for any of the financial men to work out any scheme of extending credit under which the European nations will be able to buy. The delay in the signing of the treaty, without entering into any discussion, as to the merits of it, the delay has led to a delay in the development of our European business to such an extent that it raises the question whether we are not losing the greatest opportunity for developing foreign trade that this nation has ever had. Certainly with the currencies of the different nations so depreciated there must be something done in order to make those currencies nearer par, because were we to extend extensive credits even to those countries at the present time it might result in the depreciation of our currency, which is practically the only currency today of the great nations which is properly protected by a gold reserve. At the beginning of the war Germany had a gold reserve of about 94 per cent against its paper currency. At the time of the signing of the armistice they had about 10 per cent. Today the mark is selling at about 2½ cents instead of its normal value of 10 times as much. France has developed its paper currency from 5 billions of francs before

the war to 35 billions at the present time. Italy's currency is still more depreciated, and we have England's currency today selling at \$3.85 a pound instead of \$4.86. You can all estimate, therefore, the difficulty that a customer in Europe has in buying American goods; it is not only the price they have to pay here, but it is the additional price or premium which they have to pay in their own currency to make that currency equal the gold reserve currency of the United States. If we are not to have these credits established, then I submit the question of whether the hope of the manufacturers and distributors as to this great European trade which we hoped to develop, and did develop immediately after the armistice, is to be continued.

**Balance of Trade Is Greatly in Our Favor.**

The normal excess of our export trade for the 10 years previous to the war for any one year, the greatest amount was between 500 and 600 million trade balance in favor of the United States. This year between the first of January and the first of August the debt balances in favor of the United States were something over three thousand million.



Robert H. Treman, President National Hardware Association.

In November of this year the shipments of cotton were nearly one billion bales, and that at the highest price that cotton has reached in many years, selling now at 35 to 38 cents a pound, we shall have still greater difficulty in keeping the exchange at anywhere near its present level; so we have many difficulties in developing foreign trade. Now against that we have another obstacle to overcome, and that is owing to the government's war demands for credit we had to inflate our banking situation to such an extent that it became an inflation so great that, of course, it affected prices, and it affects the credit situation today.

**Manufacturing Credit by Government.**

Our currency was inflated from about \$38 to \$56 per capita; but that, it would seem, was no greater than would be necessary for the increased business and the increased price level occasioned by the war; but when it comes to the banking situation the government had to devise some way of manufacturing the credit necessary. It was done by the cooperation of the banks, and our inflation of bank credit was probably somewhere from four to six billion. That was agreed on by the process of urging the banks to take the government obligations and carry them insofar as they could, and to borrow from Federal Reserve banks insofar as they were able to individually, to carry that credit, and the result is that that, of course, depleted the reserve power of the Federal Reserve banks, which before the war, before we entered the war, was on an average of 65 to 75 per cent; it

is now from 45 to 50 per cent. That expansion should become a deflation as soon as conditions justify, and there is a movement now going on with the banks to induce them insofar as they can to avoid loaning for speculative purposes pure and simple. During the war speculative tendencies were repressed, but as soon as the war was over there was a great increase in the speculative tendency. It developed not only in stocks and bonds, but also in many commodities, in lands, buildings and in merchandise, as many of you know. It seems to me that the important thing for each of us who are represented in this convention today is to recognize that not only in Europe but in this country it is time to assist in bringing things back to normal—normal prices, normal costs of living, normal production, because our production is nowhere near as efficient per capita as it was before the war. To this great object we can all commit ourselves. We can begin as individuals in our own corporations and firms, in trying to bring about an era of economic thrift and avoid any speculation or over-expansion.

#### Warns Against Undue Expansion.

Certainly no one who reads the signs of the times can feel that now is the time to begin over-expansion in the building of plants or in any way to expend unduly. This is the time to get back to normal conditions, and living within our income, but strive to produce more, and if we produce more we shall have more wealth and credit to Europe in the next two or three years when political conditions are more normal, so as soon as we have more stable government we then shall be in a position to enable the financiers to develop those credits in Europe and elsewhere which are so necessary; so we may look forward, it seems to me, to a campaign in this country to bring about normal conditions as soon as possible.

#### Not a Time for Pessimism.

One thing more and then I am through: this is not a time for pessimistic opinion. Anyone who read the report of the Department of Agriculture—the secretary—that was put out yesterday, sees how great is our agricultural wealth—three times the wealth that it was five years ago. Of course we have inflated prices there, but the present value of our crops of this last year, 1919, was about three times as great as they were in 1913. There is a basis for wealth. There are many other basics such as continued production of oil and mineral wealth on which we can safely depend. The result of the business of the next two or three years will depend a great deal, it seems to me, upon the people of this country and their realization of the conditions; if they are willing to economize more in their own living and develop more credit. If they are willing, as wage earners and producers of wealth to produce more, and work harder, then the future of this country, as far as finances are concerned, is assured. If that is not done, if credit is not liquidated, then there will be a liquidation in business and a depression will follow, because there must come a liquidation of credit. Now I hope you will have a most successful convention. The large number of members present promises that, and I have the great pleasure of turning this meeting over to Chairman Nichols.

A. H. Nichols, Chairman of the Automobile Accessories Branch of the National Hardware Association, placed great stress upon the advantage of cooperation as a factor in establishing higher business standards and developing more satisfactory trade relations. He spoke as follows:

**Address of A. H. Nichols, Chairman Automobile Accessories Branch of National Hardware Association to the Second Annual Meeting of the Branch, December 8, 1919, at Hotel Sherman, Chicago, Illinois.**

Gentlemen, it is very gratifying to see the large and splendid exhibit that we have here today, and the large attendance at this, our second annual exhibit and meeting. In these times of unrest and discontent and discord, a meeting of this kind is of great importance. I see before me the manufacturer, the jobber, the buyer and the seller, meeting in convention, the only object being to benefit and improve the conditions of one another.

Somewhere in that book that we all reverence it tells us to do unto others as we would have them do unto us. Mankind has selected that as the golden rule. Its meaning can be interpreted in just one word—cooperation. Gentlemen, that is the only rule, the only law, that this association has, cooperation. We have no enemies and therefore we are not here to destroy or tear down. Neither are we here for the purpose of accumulating dollars, that is by seeing how little we can give and how much we can receive. We are here for an honest candid expression of one another's views. Those views expressed through an honest cooperation will increase our capacity, will cause us to look for a higher business standard, and when we return to our business conditions at home we will find that we are much better able to carry a

heavy load. I doubt if it is within the conception of any of us to appreciate the great opportunity that this automobile industry has given to the hardware dealer. Do you know that in the year just closing, 1919, there has been 315,000 tractors manufactured, and yet the tractor has not passed the experimental stage? Perhaps the illustration could be better made in this way, that in 1916 there were only thirty thousand tractors manufactured; in 1917, sixty-three thousand; in 1918, one hundred thirty-three thousand, and in the year just closing, as I said before, there have been manufactured three hundred and fifteen thousand tractors. Possibly you will tell me that the fifty odd thousand airplanes manufactured in the past year were for governmental use, but anything that would help the government in time of trouble would also be a great benefit to you business men. I know of an instance where the nearest place to get a repair for a machine was 180 miles away, and that repair was delivered by airplane, and the machine was in operation in less than three days. A New York department store is advertising to deliver their Christmas packages as far away as Providence, Rhode Island, by airplane. There is a project under way to construct large factories and large buildings so that the roof may be used for landing depots in the future. In a short



**A. H. Nichols, Chairman Automobile Accessories Branch of the National Hardware Association.**

time you will find that the Boston business man instead of transacting business with a New York man by telephone will drive his airplane to New York and have an interview in person and return for his noon meal. The auto truck traffic has reached enormous proportions and today it is giving a better service than the railroads. There are more factories manufacturing motor trucks than there are factories manufacturing automobiles. Although at the present time we only have about 700,000 motor trucks in operation in the United States, this year the production was a little less than 300,000, it is reasonable to suppose that in 1920 the production will be over twice that amount. The number of licenses issued for pleasure cars in the United States for the year just ending was 6,900,000. It is safe to say that we have at least 7,000,000 pleasure cars in operation in the United States at the present time. For the last few months the average production per day has been 9,000 motor cars, one factory alone producing 3,000 per day, and that factory has had such a large output in the past that it is necessary for them to produce 2,000 additional cars each day to equip them with the required number of repairs. Now when you take these things into consideration you can readily see the opportunity that the hardware dealer has. Consider, if you will, the millions and millions of wrenches, hammers, of pliers, the cold chisels, that the hardware dealer has always sold, and take into consideration the amount that is required for the upkeep of the motor driven vehicle. Then if you wish, look at the opportunities that a dealer has to expand. Kindly consider the fan belt, the spark plug, the tire, and the number of gallons of oil that he is likely to sell, and it gives you a fine idea of the opportunity that we have of increasing our business. Perhaps one of the greatest things that this association can do is to start on a campaign of education for the retail hardware dealer. The retail hardware dealer should realize

the necessity of better displaying his goods—of giving more space to this particular article, and to branch out and take advantage of the opportunities before him, and it is undoubtedly our duty to assist in this work. Constructive criticism is always desired. Our meeting here would not be a success without constructive criticism, but the manufacturer should remember that the hardware jobber while conservative is progressive, and he stands today among the foremost of all merchandisers of the world, and that his conservative methods and his careful way of doing business has placed him on a financial basis so that today there are fewer failures among the hardware jobbers than there are among our banks. Now this is something that it would be well for you to consider, because history has always told us the firm or the men who weathers the storm are those who are closest to those who are on a substantial financial basis, and so as we go along we can understand why we should expect the hardware jobber to be the natural source of supply for all automobile accessories. I do not think anyone who is building just for the temporary—whose mind is only on today, would find any great benefit from this association, for this association's principles are built on a rock that can never change. We know the future that there is in store for us, and we are asking you to help us to restrict ourselves to what really and logically belongs to us, for we know and believe without a doubt that the hardware dealer is a natural source of supply for all automobile accessories. You gentlemen may leave this convention with the same privileges in every respect that you had when you came here. We ask you to make no changes in your principle of doing business or your way of doing business. We simply ask for your cooperation in this work, for this association realizes that the success of any business depends absolutely on a square deal for all.

The experience of the past year has been wonderful for this association. We realize that we are going to be repaid for the exhibits that we are furnishing you today. We hope and promise you for next year a larger amount of space, and a greater opportunity to meet with us and to exhibit with us. I thank you.

Chairman Nichols then introduced Major Frederick H. Payne, president of the American Hardware Manufacturers Association, who addressed the meeting as follows:

**Address of Major Frederick H. Payne, President American Hardware Manufacturers' Association to the Second Annual Meeting of the Automobile Accessories Branch of National Hardware Association, December 8, 1919, at Hotel Sherman, Chicago, Illinois.**

I very much appreciate the invitation to appear before this association. I have great respect for the men who have been identified with the wonderful development of the automobile and the automobile accessories industry in this country.

#### General Business Situation.

I have been asked to talk today on the "general business situation." On one point we can all agree—that as long as the shelves are empty, we are going to be busy and that is a condition that exists in every country in the world today. As long as the demand is more than the supply, we shall be extremely busy. I do not see how this period can be less than two years, for the reason, First, that if the railroad bill that is now before Congress, is passed, it means that the railroads will come into the market for a large supply of material. Second, there has been practically no construction in America during the war and it is estimated that in 1920, between four and five billions of dollars will be spent on new construction. This is twice the normal yearly construction.

The principal thing we are up against, of course, is the high cost of everything today including the necessities of life.

#### Outlines Causes of Rising Prices.

The primary cause of the great rise of prices which has taken place since 1914 has been, of course, the war. Millions of men were withdrawn from the industries to the colors, and millions more were shifted from the ordinary industries to the production of war materials.

All of this war business was an additional demand suddenly imposed upon the productive powers of the country. The population was no greater, hence the number of available workers was no greater. The normal consumptive demands of the population upon the productive capacity did not decline; on the contrary, with full employment and larger wage disbursement, they naturally rose; ordinary trade increased. In some lines consumption was curtailed, perforce of necessity, through inability to get goods, or as the result of saving to buy bonds, but there was a practically unlimited demand upon the productive equipment and labor resources of the country.

The banks were actuated by a desire to support the government, and made loans freely to government contractors. There was practically no limit to the government's wants; it wanted all it could get. Here was a situation in which

an unlimited demand for labor and materials, supported by government credit and facilitated by the entire banking service of the country, including the Federal Reserve system, was brought to bear upon productive facilities which were strictly limited. They were no greater than before the war. Indeed, the labor supply was depleted by the draft and by the return of thousands of foreign born laborers to Europe at the beginning of the war.

Once the slack was taken up in the industries, and every available man was at work, further efforts to drive production harder simply resulted in the competition for labor and materials, which has been described. The energy was expended in a struggle between employers which carried wages and prices higher and higher. Government authorities at last endeavored to hold this competition in check, but it was impracticable to control the influence of the inducements that were offered. It was a saying among contractors that labor could be had if you pay enough for it, and it was impossible to trace where it came from. To "pay enough" meant enough to attract it from other jobs.

#### A Big Demand on a Small Supply.

This is the simple explanation of how the high level of war prices was reached. It was the result of an overwhelming demand trying to satisfy itself through a limited supply of labor and materials.

The rise of wages and prices, thus due to the excited efforts to drive the industrial organization beyond its capacity, makes necessary a larger amount of currency in circulation. If the payroll of an industry owing to wage advances amounts to twice as much as formerly twice as much currency is required for it, and if this situation is general twice as much currency will be constantly in hand to hand circulation. The amount of currency thus circulating is determined by the activity of business and the general level of wages and prices. The fundamental problem is back of the currency issues. It is in the use of bank credit.

#### Problem of Getting Back to Normal Level.

How we have reached this level of prices is simple enough; how to get back to the former level is the real problem. On every hand we see powerful influences at work to make the present structure of wages and prices permanent. A considerable advance has been forced since the war ended. This has been due, first, to the fact that there has been no relief from the scarcity of goods; production has not yet caught up with demand so that stocks are accumulated. The markets are still in favor of sellers. The profits of producers are good. Labor is aggressive, stimulated by the succession of wage advances secured under war conditions, and disposed to press its advantages to the limit. Labor leaders are vying with each other, or are under pressure by their supporters, to make the best showing of advances won. The restraint upon demands which was in some degree felt during the war is off, and a scramble is on for position in the reorganization which is accepted as permanent. Nobody is contemplating any reduction in his own compensation, but those who have not shared fully in the general advance, are now trying to raise themselves to the new level, while those who have bettered their position are determined to keep the advantage they have secured.

#### Mischief Caused by Foolish Talk.

A vast amount of mischief has been done by the foolish talk that a new social order was about to be inaugurated, that the working classes by the power of organization and a more aggressive assertion of their rights were about to claim and obtain a larger share of the product of industry. The progress of the working classes will be accomplished in the future as in the past by the accumulation of capital in the form of machinery and industrial equipment, thus increasing production. The idea that a greater share of current production shall be divided and eaten up and that less shall be used for developing more effective means of production is fundamentally wrong. It is off the same piece with the idea that the hours of machine operation can be cut down and the machine operators at the same time have more of the product.

#### More Work Is the Crying Necessity.

I want to see prices come down, but I think the best way to accomplish it is by getting people back to work all over the world, and increasing production. That will be a gradual process, and industry will adjust itself to it in all branches together and it will be a return to normal conditions. It isn't going to reduce the price of cotton cloth anywhere to keep the cotton mills in Europe idle. We want to see the cost of living lowered by reason of an abundance of the necessities of life for all people, rather than by a glut of products in this country while people are starving elsewhere. We can never get back to normal conditions in the market until normal production is restored.

The chairman then introduced Mr. W. D. Biggers, vice-president of the American Hardware Manufacturers Association, who addressed the meeting as follows:

I was breathing easy down here expecting to hear from three or four others first. I have been connected with the hardware jobbing business for 36 years, 20 years as a jobber and 16 years as a manufacturer. I have investigated from all standpoints the distributing facilities of that business, and to some of the associate members here, who possibly do not know the hardware business as well as the rest of us, they have asked me to speak to you today along this particular line.

#### Goods Are Manufactured for the Consumer.

All merchandising is carried on for the purpose of distributing the goods that are manufactured, and the question is how can these goods be best distributed and what method shall we use to send them from the manufacture to the consumer. The goods are not made for the jobber or for the retailer dealer; they are manufactured for the consumer, and what is the best and cheapest and most economical, and the most logical method of distributing those goods, and that, I think, is the thought in the mind of every manufacturer—"How can I distribute my goods?" As a jobber I have the opportunity of seeing these goods handled and distributed to the retail dealer. We never felt that it would be an economical thing to sell those goods direct to the consumer: in fact, American industry is so constituted that we must distribute goods through certain avenues. In



**Major Frederick H. Payne, President American Hardware Manufacturers' Association.**

the foreign countries the territories are so small and so compact that the goods can be easily and quickly distributed. In this country our positions are exactly opposite. Our manufacturers to a large extent are in the East a long way from the centers of population; if a manufacturer tries to distribute his goods direct, either to the retail dealer or to the consumer, he runs against a number of problems which affect his costs very materially, and we know now as a manufacturer that the jobber and the retail dealer is the economical way of working out this problem.

#### Hardware Jobber Is a Development.

There is no set of men that have laid out this plan, but it is the economical working out, and when we look at the hardware jobber we can see that the hardware jobber is not a creation; he is a development. In my experience I do not know of a single hardware jobber that has come into business through a creation of capital, but in practically every instance the hardware jobber is a development. Many of them have grown into the jobbing business from their retail facilities that they started with. As their community increased in size and in value they have added line after line to their business and it has grown so that instead of retailing to their immediate community they have gone into the jobbing business, but it is not over a larger territory. Our goods, and particularly in the hardware line, are handled in small quantities, and if the dealer or the consumer attempts to buy from the manufacturer the handling charges are almost as much as the profit of the jobber for handling and distributing those goods. Then we have the long, slow local freight delivery, whereas in purchasing goods from a jobbing center we have the low freight cost and the quick delivery for the short haul, and it is those things that have made the hardware jobber, a facility that can be utilized throughout our country and is being util-

ized today; and I believe that as you manufacturers, who are coming in contact with the hardware jobbers possibly for the first time many of you, when you realize their facilities and you see what they can do for you in the handling of your product, in the quick delivery of your goods into your immediate territory, you will realize that it is an economical, efficient and a logical method to use in the distribution of your goods.

#### Hardware Jobber Is Safest Credit Risk.

Then another thought, the sale of your goods is not the only thing to consider. The payment is another item that you must take into consideration, and the hardware jobber, I believe today, is the safest credit risk there is in American merchandising, and it is because their business started out in such a way, and the goods go through so many different avenues of trade, that they can, to a certain extent, control their customers, and the goods they sell are standard, and for that reason they are staple, and for you men who are looking for a class of trade to handle your merchandise where you know you will get 100 cents on the dollar that you sell is a matter to be taken into consideration. The company I have been with for the last 16 years has sold the hardware jobbing trade exclusively and continuously for over 30 years, and yet we have investigated our avenues of distribution as they have been presented year after year, and it is not because we love the jobber particularly that we sell our goods through him, but because we believe it is the best and most logical and most efficient and most economical method of distribution, and I believe that every one of you men here who have not come in close contact with the hardware jobbing trade will realize more and more each year that you cannot do better in the distribution of your goods than to sell them almost exclusively through the hardware jobbing trade.

Mr. Biggers was followed by Roy F. Soule of New York City who spoke on the subject of "Skimming the Scum Off the Melting Pot." At the conclusion of his speech, the morning session adjourned.

The first speaker of the afternoon session of Monday, December 8, 1919, which opened at 3 o'clock, was Herbert P. Sheets, secretary-treasurer of the National Retail Hardware Association. He enumerated reasons why the hardware retailer is the logical distributor of automobile accessories, saying: "He is on the job; he is the man on the ground; you have a ready channel of distribution; you do not have to go through the process of organizing, of educating another line of distributors, and when you go into any other line you have to educate those men. You found it out in your business; there is no doubt about that, in my mind. The hardware man is looking out for new lines, buggies and harness and things of that kind having gone. The sale of those things is very small now. The people who used to buy all those things now buy automobiles and accessories, and logically they look to the hardware man as the source of supply for those things, and they come to him and he should be the man who supplies them, because the average hardware man has more or less of a mechanical turn and he must have it if he expects to remain in the business long, and he can readily grasp the selling points of the various supplies that you may sell to him, and he can explain the use of these things and the reason why one may be better than another. He is not only an experienced merchant, but he has credit standing with the jobbers and with many manufacturers; and he has in his stock many items that may be very well listed as accessories, so that if he wishes to segregate and make a special department, it may be that he has to add but a comparatively few things to get a reasonably good start in the accessories business, and then he is a man who has some business capacity."

At the close of Mr. Sheet's address, Chairman Nichols remarked that all are agreed upon one point, and that is that the hardware dealer is the natural source of supply. He is a better judge. He is able

to give better value. "I would like to hear from some one upon that point," he declared.

A. W. Webb said that "as a rule the hardware man has been in business a number of years and his credit is good, and we are acquainted with him. I think if the jobbers of this country could get their men interested in selling to the retail hardware man we can make a logical distribution where it should be, with the retail hardware merchant."

William Hale Thompson, Mayor of Chicago, was introduced to the assembly and spoke briefly of the motto of the Chicago Boosters, "Throw away your hammer and get a horn and boost."

An instructive address on the subject of "Educating Through the Catalogue," was given by M. E. Faver.

O. L. Weaver discussed the tire situation from the angle of raw material, manufacture, and distribution, paying particular attention to the vexing question of tire guaranties. He was followed by C. J. Welch, of the United States Tire Company, who spoke briefly on the subject, declaring that tires should be sold on merit only. At the close of his talk the meeting adjourned to meet the next morning, Tuesday, December 9, 1919, at 9:30 o'clock.

Monday evening, December 8, 1919, a Minstrel Show and Mock Trial was given by The Automobile Accessories Branch of The National Hardware Association at Oriental Consistory, Chicago, Illinois. This entertainment was originated and produced by the Automotive Equipment Manufacturers of Chicago, Illinois. It was more fun than a circus. The audience was kept in a continuous roar of laughter from beginning to end. The occasion was signalized by the presentation of jeweled gold stick pins to H. E. Patterson, and Paul G. Niehoff, and a gold watch to N. H. Oliver.

#### Tuesday, December 9, 1919.

The first subject taken up at the morning session Tuesday, December 9, 1919, which began at 10 o'clock, was "The Broken Package Shipments." It was discussed by J. H. Fau.

W. Frank McClure, Chairman of the National Commission, Associated Advertising Clubs of the World, spoke on "The Power of Modern Advertising."

The meeting was addressed by representatives of business men of Cleveland, Ohio, and St. Louis, Missouri, to urge the advantages of their cities for the next convention of the Automobile Accessories branch. It was decided to put the matter of location for the next meeting to a referendum of the members.

Gerald L. Basil, discussed the question, "Should the Jobber Undertake to Distribute the Advertising and Counter Displays of the Manufacturer." He said that it is unanimously conceded that sales helps in their various forms—from advertising copy to the display of the article itself—are of primary importance for the sustenance of any trade. He declared that some branded lines which are distributed largely through the jobber are denied the superior benefits of specialized service helps today because a proper basis of cooperation in service work have not been established between producer and the jobber.

John E. Lambert of Clayton and Lambert Manufacturing Company, Detroit, Michigan, opened the discussion on the question of "The Maintenance of Manufacturer's Suggested Resale Prices." He said: "The maintenance of a resale price, in my opinion, is a very important thing for any manufacturer who markets his line through the jobber. There are very few lines in this country that can be marketed economically in any other way than through the jobber. Our line is probably marketed through more varied jobbers than many lines that are represented here, and if there was any material trouble to be experienced in the maintaining of a resale price I think we would have our troubles. Over 30 years ago we commenced manufacturing and selling this line. At that time we adopted this policy, and in coming to this conclusion we felt that in order to get this line satisfactorily handled and sold through the jobber we must be able to afford the jobber a reasonable margin of profit upon that sale. We even went further in later years and in many cases on standard lines we were able to assist the retailer in making a profit. It is very seldom that we have a complaint of a cut in price, and when we do there is only one action to take, and that is to advise the jobber that our factory is too busy to continue to sell goods to any jobber that does not maintain the resale prices; and as a matter of fact, we have had very few occasions to call a jobber's attention to that. We do have the hearty cooperation of the jobbers everywhere, and I wish to thank those who are present. Some of them now have been buying our line for nearly all the time we have been in business, and I wish to thank you for your patronage."

The afternoon session was called to order at 2:30 o'clock, December 9, 1919, by Chairman Nichols. He said that one or two manufacturers had suggested that this time of the year is not quite as appropriate a time for the meetings of the Automobile Accessories Branch as earlier in the season. He called for an expression of opinion upon the matter. Consensus of the assembly seemed to be in favor of holding the annual meeting in November.

G. H. Treviranus was then introduced by the Chairman and spoke on the subject of "How Should the Manufacturer Handle Inquiries and Orders Received From Car Owners and Dealers as a Result of National Advertising." He said: "Until we have our goods on every shelf of almost every dealer and supported by the stock of jobbers I believe in taking care of the inquiries and the orders direct from the factory—at an extra expense, not to encroach upon the jobber, but to do the pioneer work and help the thing along."

The subject of "The General Salesman Versus the Special Accessory Salesman for the Garage Trade," was treated by W. R. Hay. He declared that the only way that you can get a certain volume of business is to have a man thoroughly conversant with the articles you are going to sell.

The turnover which should be secured in connection with the distribution of tires and tubes was dealt with by Mr. Winders and Mr. Van Veen. The matter of the decimal system of packing accessories was briefly discussed by A. H. Decatur and R. E. Watrous. H. J.

Hopkins spoke on the topic of a special buyer and manager for the accessories department. The concluding talk of the second annual meeting was made by S. A. Jackson on the desirability of factory missionary men. He defined such a man as one who is really a merchandiser, a man who has the peculiar knack of enthusing and starting the other man. "It is really a long-headed work," he stated, "this work that is done where you do not look for the returns the next minute."

The second annual meeting of the Automobile Accessories Branch of the National Hardware Association was followed by a banquet Tuesday evening, December 9, 1919. It was the unanimous verdict of those in attendance that the meeting amply repaid every member for the time spent at its sessions.

#### AIDS RETAILER BY ADVERTISING.

It is well known among dealers that the best time to increase sales on a standard make of goods is during



**Enterprise Food Chopper,**  
Made by The Enterprise  
Manufacturing Company  
of Pennsylvania, Phila-  
delphia, Pennsylvania.

and after a national advertising campaign conducted by the manufacturers for the benefit of the retailer. The money spent for advertising of the product is a direct aid to the dealer. He should take advantage of the unusual opportunity of the general public's familiarity with the line of wares advertised. He should concentrate his sales force upon that product. It will pay.

The Enterprise Manufacturing Company of Pennsylvania, Philadelphia, Pennsylvania, maker of a varied line of kitchen devices, is greatly assisting retailers by its extensive advertising campaigns. Illustrated herewith is an Enterprise Food Chopper made by this company. The strength of this company's advertising is based on the worth and utility of its products. The materials, the workmanship, and the pleasing appearance of these wares make them easily salable, aver the manufacturers. The feature of the four-bladed steel knife, revolving against the perforated steel cutting plate, is a sales appeal that has great weight with prospective customers. These choppers, claim the makers, cut the same as a pair of shears and do not crush or grind as is the case with the ordinary type of chopper. For details concerning ways to profit by the advertising being conducted in favor of its products, address The Enterprise Manufacturing Company of Pennsylvania, Philadelphia, Pennsylvania.

#### PRICE NEED NOT BE LOWERED.

Don't get the idea that in order to quote a price you have to name a cut price. That is far from correct. The thing to do is to so feature the merit of the goods which you advertise that at your regular price the person reading the advertisement will feel, and correctly, that the exchange of his or her money for the merchandise is desirable.

#### IS A PLEASURE TO KNOW THIS WORKER.

The worker who is energetic and forceful but who does not let his desires and ambitions run away with him, who plans to do only so much as he actually can accomplish, and who follows the same principle if laying out work for others—this kind of worker is a joy to know. The system and order which he employs are restful. He usually accomplishes more than the other, because he cuts out nonessentials. He never gets balled up. He is not jaded when night comes for he always has some reserve strength. He knows when to stop. It is a pleasure and at the same time an education to be associated with this kind of worker.

#### POSSESSES UNIFORM ACCURACY.

"Reliable" is the trade-mark of The Lufkin Rule Company's steel measuring tapes. These measuring tapes are carefully graduated by standards supplied by the United States Government. Their accuracy is unquestionable.



**Steel Measuring Tape,**  
Made by The Lufkin  
Rule Company, Saginaw,  
Michigan.

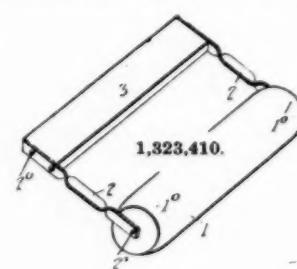
Lettering is embossed and readings can be made instantaneously. The steel tape, illustrated herewith, has a hard leather casing with a double folding flush handle. Pressure on the opposite side of the handle easily opens it. There is an extension on the handle which affords a firm grip when winding in the tape. Trimmings are all of a fine finish nickel plate. Measurements are absolutely guaranteed. Catalogue containing list of measuring tapes and rules of every description will be furnished upon request to The Lufkin Rule Company, Saginaw, Michigan.

#### "I WILL" IS GOOD MOTTO.

The motto of Chicago is "I Will." However, this city has no mortgage on the utility of that motto. The merit to be derived from it can be had by all devout followers of its spirit. Think in positive terms.

#### SECURES PATENT FOR PASTRY ROLLER.

Sidney Edward Sams, Toronto, Ontario, Canada, has procured United States patent rights for a pastry-roller, under number 1,323,410, described as follows:



The combination with a pastry-roller, of resilient arms swingably mounted at each end of the roller, and a flat bar-like handle connecting the outer ends of the arm together.

#### OPPORTUNITIES FOR FOREIGN TRADE PRESENTED BY BUREAU OF FOREIGN AND DOMESTIC COMMERCE.

The Bureau of Foreign and Domestic Commerce through its Special Agents, Consular Officers and

Commercial Attachés is receiving information of opportunities to sell hardware and kindred lines in several foreign countries. Names and locations will be supplied on request to the Bureau in Washington or its District Offices. Such requests should be made on separate sheets for each opportunity, stating the number as given herewith:

31424.—The representative of a firm in Argentina is about to arrive in the United States and desires to make connections with manufacturers of all kinds of goods. References.

31425.—A commercial agent from Peru is in the United States and desires to secure agencies for the sale in Bolivia and Peru of automobile accessories. Reference.

31426.—A company in India desires to purchase hardware, lamp ware, cutlery, enameled ware, and fancy goods. Quotations should be given c.i.f. destination. Payment, 90 days sight draft. References.

31428. An agency is desired by a sales agent in Syria for the sale of steel products, nails, locks, and hardware, agricultural machinery and implements, etc. Quotations should be given c.i.f. Syrian port. Payment, cash against documents at port of delivery. References.

31434.—The representative of a firm in Mexico is in the United States for a brief visit and desires to secure an agency from manufacturers for the sale in Mexico of rubber tires and agricultural implements. References.

31440.—A merchant in the Netherlands desires to secure agencies for the sale of iron and steel bars and sheets, and all goods for hardware stores; and general merchandise suitable for export to the Dutch East Indies. Reference.

31447.—A commercial agent in France desires to represent American firms for the sale of their goods in France, desiring to have an exclusive agency. Reference.

31451.—A broker in Italy desires to secure an agency for the sale of automobile tires and accessories. Correspondence may be in English. Reference.

31457.—A Chinese resident in the United States desiring to export American goods to China, proposes to open a commission house, and wishes to receive catalogues and price lists of steel and tin plates, enamelwares, paints, hardware, etc. Reference.

31461.—Representation is desired by a man in Tunisia for the sale of American goods throughout the countries of North Africa. Correspondence may be in English. Reference.

31470.—A firm in Belgium desires to secure an agency for the sale of automobile accessories, tires, carburetors, etc. Quotations should be given c.i.f. Antwerp. Payment, cash. Correspondence and catalogues should be in French. Reference.

31472.—A manufacturer in France desires to secure an agency for the sale of tools, etc. Correspondence may be in English.

## COMING CONVENTIONS.

Pacific Northwest Hardware and Implement Association. Davenport Hotel, Spokane, Washington, January 20, 21, 22 and 23, 1920. E. E. Lucas, Secretary, Hutton Building, Spokane, Washington.

American Washing Machine Manufacturers' Association, Hotel Sherman, Chicago, Illinois, January 21 and 22, 1920. Raymond Marsh, Secretary, 10 South La Salle Street, Chicago, Illinois.

Indiana Retail Hardware Association, Athenaeum Hall, Indianapolis, Indiana, January 27, 28, 29, and 30, 1920. Exhibit in same hall. G. F. Sheely, Secretary, Argos, Indiana.

Oregon Retail Hardware and Implement Dealers' Association, Imperial Hotel, Portland, Oregon, January 27, 28, 29 and 30, 1920. E. E. Lucas, Secretary, Hutton Building, Spokane, Washington.

Kentucky Hardware and Implement Dealers' Association, the Armory, Louisville, Kentucky, January 27, 28, 29 and 30, 1920. Hardware, Implement, and Vehicle exhibit. J. M. Stone, Secretary, Sturgis, Kentucky.

Nebraska Retail Hardware Association, Lincoln, Nebraska, February 3, 4, 5, 6, 1920. Nathan Roberts, Secretary, Lincoln, Nebraska.

Wisconsin Retail Hardware Association, Milwaukee, Wisconsin, February 4, 5, and 6, 1920. P. J. Jacobs, Secretary, Stevens Point, Wisconsin.

Iowa Retail Hardware Association, Auditorium, Des Moines, Iowa, February 10, 11, 12 and 13, 1920. A. R. Sale, Secretary, Mason City, Iowa.

Michigan Retail Hardware Association, Hotel Pantlind, Grand Rapids, Michigan, February 10, 11, 12 and 13, 1920. Exhibit in Furniture Exhibition Building. Arthur J. Scott, Secretary, Marine City, Michigan.

Pennsylvania and Atlantic Seaboard Hardware Association, Bellevue Stratford Hotel, Philadelphia, Pennsylvania.

February 10, 11, 12, and 13, 1920. Exhibition in Philadelphia Commercial Museum. Sharon E. Jones, Secretary, 1314 Fulton Building, Pittsburgh, Pennsylvania.

North Dakota Retail Hardware Association, Grand Forks, North Dakota, February 11, 12 and 13, 1920. Hardware exhibit in Grand Forks Municipal Auditorium. C. N. Barnes, Secretary, Grand Forks, North Dakota.

Illinois Retail Hardware Association, Hotel Sherman, Chicago, Illinois, February 17, 18, and 19, 1920. Exhibit in connection. Leon D. Nish, Secretary, Elgin, Illinois.

Minnesota Retail Hardware Association, St. Paul Auditorium, St. Paul, Minnesota, February 17, 18, 19 and 20, 1920. H. O. Roberts, Secretary, 1030 Metropolitan Life Building, Minneapolis, Minnesota.

New York State Retail Hardware Association, Onondaga Hotel, Syracuse, New York, February 17, 18, 19 and 20, 1920. Exhibition in State Armory. John B. Foley, Secretary, 607 City Bank Building, New York City.

Missouri Retail Hardware Association, St. Joseph Auditorium, St. Joseph, Missouri, February 17, 18, and 19, 1920. F. X. Becherer, Secretary, 5136 North Broadway, St. Louis, Missouri.

New England Hardware Dealers' Association, Mechanics' Building, Boston, Massachusetts, February 23, 24, and 25, 1920. George A. Fiel, Secretary, 10 High Street, Boston, Massachusetts.

South Dakota Retail Hardware Association, Sioux Falls, South Dakota, February 24, 25, 26, and 27, 1920. Exhibit in connection. H. O. Roberts, Secretary, Metropolitan Life Building, Minneapolis, Minnesota.

Ohio Hardware Association, Hotel Gibson, Cincinnati, Ohio, February 24, 25, 26 and 27, 1920. James B. Carson, Secretary, Dayton, Ohio.

Michigan Sheet Metal Contractors' Association, Saginaw, Michigan, March 2, 3, and 4, 1920. F. E. Ederle, Secretary, Grand Rapids, Michigan.

National Warm Air Heating and Ventilating Association, Cleveland Hotel, Cleveland, Ohio, April 21, 1920. Allen Williams, secretary, Columbia Building, Columbus, Ohio.

Stove Founders' National Defense Association, Boston, Massachusetts, May 11, 1920. R. W. Sloan, Secretary, 826 Connell Building, Scranton, Pennsylvania.

Old Guard Southern Hardware Salesmen's Association, Marlborough-Blenheim Hotel, Atlantic City, New Jersey, May 12, 1920. R. P. Boyd, Secretary, Knoxville, Tennessee.

Southern Hardware Jobbers' Association, Marlborough-Blenheim Hotel, Atlantic City, New Jersey, May 11, 12, 13, and 14, 1920. John Donnan, Secretary, Richmond, Virginia.

American Hardware Manufacturers' Association, Marlborough-Blenheim Hotel, Atlantic City, New Jersey, May 11, 12, 13, and 14, 1920. F. D. Mitchell, Secretary, 4106 Woolworth Building, New York City.

National Association of Stove Manufacturers, Boston, Massachusetts, May 12 and 13, 1920. Robert S. Wood, Secretary, National State Bank Building, Troy, New York.

National Association of Sheet Metal Contractors, Peoria, Illinois, June 8, 9 and 10, 1920. Edwin L. Seabrook, Secretary, 261 South Fourth Street, Philadelphia, Pennsylvania.

## RETAIL HARDWARE DOINGS.

### Kansas.

L. L. Hullet of Wichita has sold his hardware store at Murdock to Baunholt and Stohr of Cheney.

S. F. Jones has purchased the Golding building at Tonganoe and will move his hardware store to his new location.

W. F. Schmidt and his son, Willard P. Schmidt, have purchased a controlling interest in the Costa Hardware Company at Anthony.

### Missouri.

The Wellsville Hardware and Implement Company at Wellsville has opened its doors to the public.

Miller, Ulen and Carter Hardware Company of Dexter are closing out their stock of hardware in order to make a change in the firm.

Ben Graham has sold his interest in the Mexico Hardware Company at Mexico to R. L. Gooch.

W. A. Corl, L. R. Reynolds, and W. F. Carmean have purchased the Frantz hardware store at Webb City.

### Nebraska.

Fay Orcott of Minder has purchased the hardware business of George McKenzie at Litchfield.

The Denton Hardware and Implement Company has been chartered with a capital of \$20,000.

### Oklahoma.

The Neel-Way Hardware Company has been chartered with a capital stock of \$30,000, by Howard S. Way, of Walters; Alfred C. Neel, of Tecumseh; and Olive N. Neel, of Tecumseh.

J. S. Pfaff and Son have sold their hardware business at Dustin.

### Texas.

Shirley Brothers have sold their hardware and furniture business at Honery Grove.

# AUTOMOBILE ACCESSORIES SOLD BY HARDWARE DEALERS

The Memphis Leland Lock Company, Memphis, Tennessee, has been organized to manufacture automobile locks, by Frank B. Folsom and others.

The York Starter Company, Nashville, Tennessee, has been incorporated with \$25,000 capital, by W. L. York, B. U. Taylor, O. R. York, J. F. Shaw and others.

The Philadelphia Storage Battery Company, Philadelphia, Pennsylvania, has awarded the Steward Brothers Company a contract for a three-story plant addition, 50x219 feet, with an ell, 26x50 feet.

The L. and L. Automobile Accessories Corporation, Hartford, Connecticut, has been formed to manufacture automobile parts. The capital stock is \$25,000. The incorporators are Lewis L. Libby, Florence L. Libby and Joseph Albani.

## HIGH PRICES OF AUTOMOBILES BOOST ACCESSORY SALES.

High prices are not altogether hindrances to sales. "It is truly an ill wind that blows no one good." Increased prices on cars clearly increase accessory sales. Users of cars—who in the ordinary course of events would trade their old car on the purchase price of a new one—will not do so for another year or two in the hope that the price will come down. Meanwhile, their car is out of plumb. They will spend a certain amount on repairs to put it in good shape. A certain amount of accessories will be purchased to make the car as presentable as possible. Perhaps an entire new set of tires will be bought. Now this will be determined, in a great measure, by a single thing. What will be the saving in doing so? To accessory men this indicates clearly one thing—advertise.

## NEW CARS MEAN INCREASED DEMAND.

Statistics show an enormous volume of business in automobile accessories. This is not due to the many inventions, more or less useful, in the equipment of automobiles. The greatest amount of sales are of the practical and essential accessories. In the main, the increase in the output of new cars accounts for this. Every automobile owner is a prospective customer; every car sold a source of demand. Let autoists know that you handle reliable goods and are willing to back them with prompt service.

## CARE IN SELECTION OF ACCESSORY STOCK SHOULD BE USED.

Generally, inventions in car equipment are first sold by accessory dealers. They are given their first try-out through the efforts of automobile supply dealers in showing the good points and the possible saving

to be made by their use. If the invention merits its use after a certain number of years' try-out it is more generally bought as a necessary equipment of cars. Automobile manufacturers soon incorporate such inventions into their regular equipment, thus cutting down on the demand from accessory dealers. In view of this, care should be taken in purchasing stock. Quick turnover brings the most profitable results. Dealers should be alert to the exact needs of the autoists and should buy accordingly.

## LISTS CAUSES OF NOISY AXLES.

But little trouble is experienced with shaft-driving systems because the driving gear and universal joints are so well enclosed on modern axles. The bevel or worm driving gears are packed in lubricant as a rule, and but little wear is noted, even after several seasons of use. An important point to observe with all forms of axles is to make sure that the anti-friction bearings are kept properly cleaned, adjusted and oiled. The oil or grease used should contain no acid and should be of the best quality. Care should be taken in washing the car to prevent water from entering the bearing points. If the gears of the rear axle are noisy it is due to improper adjustment or excessive wear between the teeth. Grinding sounds usually result from meshing gears too deeply, while loose adjustment is manifested by rattling. Heating of worm gearing indicates poor adjustment or lack of lubricant.

## EXPLAINS WAY TO TEST VALVE SEAT.

Customers of the dealer in automobile accessories sometimes ask him how to test valve seats. A good way is to loosen the valve spring and apply on the face of the valve Prussian blue, which can be obtained at any paint store, and then turn it one-quarter round in the valve seat. If the result is a clear line of blue, it will be found that the valve fits perfectly. But if there are places discernible where the blue does not touch, then the valve is worn or warped or has a faulty seat.

The valve seat can be tested by reversing the foregoing operation and applying the Prussian blue to the valve seat and repeating the one-quarter turn. If points appear where the blue does not touch, then both the valve and the seat are faulty and should be corrected without delay.

## REGULATES OVERFLOW OF GREASE.

In case grease leakage from the hubs and brakes of the rear axle becomes chronic, it may be regulated by drilling quarter-inch holes in the under side of the housing close to the outer ends. These holes will allow the excess grease to leak out on the road.

# ADVERTISING CRITICISM AND COMMENT

*Helpful Hints for the Advertisement Writer*

Good advertising is the result of the combined experience of all previous advertisers. The history of sales publicity is interesting. Like business itself it evolved from sporadic to more regular practices. It is said that the influences of the claims advertised by quack doctors and patent medicine vendors during and after the civil war has not yet been fully overcome. Likewise, the early manufacturer sensing something of the unfathomed value of publicity, "worked it to death," to use a curt phrase. And so the practices varied until the public reacted to the unreliability of the mass of advertising. Manufacturers and others then began to realize that the true value of publicity is in stating the truth in an attractive manner. Reliable advertisers, seeing the integrity of their product at stake, made it a point to distinguish their copy from that of the quack. Today advertising is the best known means of increasing business. It stimulates industry. Production is enhanced by publicity. Prosperity rests on increased business and production is governed in a great measure by the aggregated national advertising. True, individuality is evident in the copy of advertisers. However, the underlying principle is the same.

There is no general rule. The best practices must be adapted to any particular product that is to be advertised. About the best form of copy is that which is written in the form of a news story. Copy that has really interesting things to say will be more widely read than that which loudly boasts of the superiority of its product and the inferiority of all others of similar make.

As an example of the direct presentation of the merits of a product, the advertisement of C. A. Lundquist and Company, appearing in the *Jamestown Journal*, Jamestown, New York, and reproduced herewith, is distinctive. Instead of wasting time belittling all other makes of ranges, the copy writer immediately proceeds to the business of convincing the reader of the actual value of the "Champion" Range which he seeks to sell. Force is added to his verbal arguments by the illustration. Arrows pointing to and naming the mechanisms comprising the article make for clear-

ness. For instance, typographical limitations do not admit of bringing out in exact form some of the attractive parts of the product. In this advertisement the reader inspecting the illustration of the range as

## Good Points About the CHAMPION "80"

### The Combination Range *That Keeps the Home Fires Burning*

WHETHER it is asked to cook with Gas, Coal or Wood, the CHAMPION Model "80" begs nobody's pardon. As a gas range it is better than any gas-alone range on the market. As a coal or wood range it invites comparison with the best coal-alone or wood-alone range you ever saw. You are virtually getting three splendid ranges for the price of one.

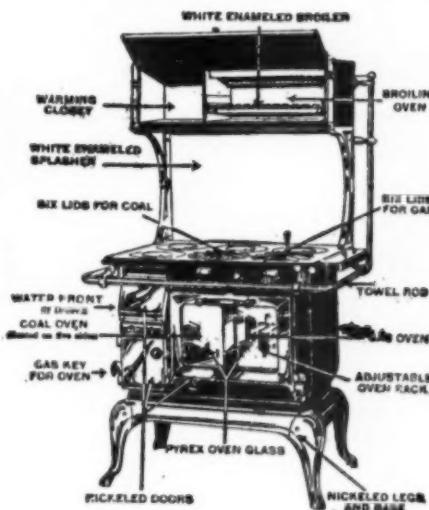
Better than this, you are conserving kitchen space and saving trouble when the fuel crisis comes, because the CHAMPION "80" is the one kitchen range that has no waste space whatever fuel you use. It is all-gas, all-coal or all-wood, just as you choose.

The Champion Combination is a coal and wood stove with its gas burners, all other combination stoves are gas ranges with a fire-box stuck on the end. Let us show you the meaning of this.

Further, the Champion, a six griddle stove, will give you a 50 per cent larger capacity than any other six or eight griddle stove on the market, when burning coal and wood or gas.

No wonder the Eighty Champion owners and users in Jamestown feel proud of this worthy stove.

You need one, you will want one as soon as you see it: Neat and efficient in every way. You owe it to yourself to see and understand its many merits.



**C. A. LUNDQUIST & CO. HARDWARE**  
ROOSEVELT SQUARE

he would the actual product, aided by the words "White Enamelled Broiler" and the arrow pointing to that part, can visualize the actual appearance of the mechanism referred to by the guide line. The cleverness of the copy itself in this advertisement is not to be overlooked. Certainly the details are presented in a persuasive style. Facts are appreciated by the majority of people. Declaring the number of actual users of the product featured in the town of the advertiser shows the project not to be an experiment. Of course, even the author of this advertisement will himself admit that this admirable piece of work can be improved upon. Because of the abnormal state of the market in general, prices are interesting subjects when considering the purchase of commodities. We suggest that a statement of price in connection with the good example of advertising under consideration would be more effective. Still this is a disputed point. There are reputable dealers who discourage the practice of setting forth prices. They are few however. A clear statement of prices certainly can not repel prospective customers and it probably will attract those who are ready to buy.

\* \* \*

The science of advertising is the science of psychology. And psychology is the science of the human heart.

# HEATING AND VENTILATING

## DOCTOR SAYS SUFFICIENT MOISTURE IN AIR REDUCES NEED FOR HIGH TEMPERATURE.

It is significant to note that doctors of medicine lay great stress on the need for humidity. The necessity of vapor in the air to insure the normal existence of human beings is not denied by anyone. But living away from the original state in which we existed in primitive times, humidifying the air becomes as much a problem—if the proper functioning of the bodily organs is to be considered—as heating. Also, by adequately supplying houses with moisture the percentage of heat required to keep the inhabitants comfortable during the winter time is materially lessened.

In an interesting article entitled "Wheat, Meat, and Heat," appearing in the Cleveland Medical Journal, Thomas Hubbard, M.D., writes concerning humidity: "Healthful humidity is practical by natural methods of producing water vapor at 65 degrees and further; it is a fact that with humidity at 35 per cent to 40 per cent, a temperature of 65 degrees is quite as comfortable as 70 degrees with humidity of 20 per cent relative, such as usually obtains. (At 75 degrees the average humidity is considerably lower than 20 per cent.) To maintain 40 per cent relative humidity at 70 degrees requires twice the amount of water vapor added artificially that is required at 60 degrees and outside humidity 60 per cent relative."

Further expressing his views on humidity and its absolute necessity to healthful living, Dr. Hubbard says: "We live in houses the air content of which is about 20 per cent relative humidity. Nature averages considerably above 60 per cent—rarely as low as 30 per cent in a dry desert. 35 to 40 per cent is a healthful indoor humidity for cold weather. It is quite impracticable to obtain any higher humidity with artificial heating systems. That can be done only by special apparatus."

It is, indeed, pleasing to know that the "special apparatus" to which the doctor refers can be installed in warm air heaters. However, judging from his opinion concerning the healthfulness of 35 to 40 per cent in the relative humidity, for cold weather the average water pan then is not far from the mark of providing properly humidified air, warmed to a comfortable degree. Other systems of heating have no practical means of humidifying the air. In fact, they have nothing to do with the air circulation. Effusing heat as they do with no contrivance for replacing the moisture which they dry up, it can be seen why houses not utilizing warm air heaters illustrate Dr. Hubbard's horror of being drier than a desert. The most significant evidence of man's progress is his control of nature. When he is capable of controlling cold air in winter time and rendering it equally whole-

some to breathe as the summer air—illustrated by warm air heaters—is not his progressiveness increasing?

## WARNS OF OVERHEATING DWELLINGS AND EMPHASIZES CONSTANT NEED FOR FRESH AIR.

The danger of excessive heating in dwelling places is not emphasized enough. In the endeavor to make their houses as comfortable as possible during the sharp winter months some people overlook the necessity of even temperature at all times. There is as much to fear from overheating as from underheating. Except in ramshackle houses, these remarks do not apply to those dwellings in which are installed warm air heating systems. The fact can not be avoided that the most prepondering element in heating houses is ventilation. It is the stumbling block, as it were. Outside air in winter time is cold. That is why people heat their houses. Yet a constant supply of fresh outside air must be obtained. A system of heating that does not provide for an adequate supply of fresh air can not be called a proper heating plant. Merely to heat the house is not sufficient. Fresh air must be inducted into the dwelling. But with systems that do not provide for ventilation there is the danger of drafts, cold, etc. The majority of people would rather be comfortable than be sure that they were breathing wholesome air during the winter. Therein lies the danger of excessive heat. On the matter of insulation of dwellings against heat, an observer writes in an issue of *Clean Living*, a journal devoted to hygiene: "In connection with the consideration of the effects of high temperature on city dwellers, it is to be noted that perhaps no American city has taken the measures that have been adopted in some of the cities of Europe for the protection of people from excessive heat by a proper construction of dwelling places. For a number of years the question of insulation of dwellings against heat has been studied by European sanitarians and scientists with the result that houses are now being built and so constructed as to afford material immunity from excessive heat."

"This is, as stated, a subject which has received very little attention in this country. Though it may be that builders of private homes costing considerable money have to some degree considered the importance of proper protection against high temperature. Judging by the pneumonia death rates of this country there are very few deaths caused by cold. It would seem then that it is more important to protect dwellers from heat than from cold. The ramshackle building, of course, is no protection against either. There can be no question but people should be properly housed. This means protection from the inclemencies of

weather, be they what they may. Properly insulated walls and foundations of dwellings so as to afford material protection from excessive heat would also mean protection against cold in the winter time and a reduction in fuel bills. Of course, this question is aside from that of proper ventilation. There is a need for this at all seasons of the year; especially is it to be desired during the winter months when people are inclined to keep their houses closed and there is a lack of supply of pure, outside air."

It can be readily seen that the danger of vitiated air resulting from closed windows, etc., does not apply to warm air heating. Nor can the undesirable condition of overheating apply to houses with warm air heating systems with the exactitude that it does to other methods of heating. The logical combination of heating and ventilating does away with the harmful conditions of drafts and overheating. Where the heat is stagnant and no movement of the air is present, it can readily be inferred that the air in the house would become overheated and unfit for breathing purposes. This merely tends to add to the accumulating evidence of the superiority of warm air heaters. A campaign to inform the public of these facts, whether conducted collectively, or individually, would be productive of an increase in the warm air heating industry. When facts are presented to the public—though they are slow to comprehend—sooner or later they become aware of their veracity. In this case it means a swinging of the pendulum of favor in the direction of heating systems which provide fresh, warmed air.

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#### IS ELECTED VICE-PRESIDENT OF THE AMERICAN SOCIETY MECHANICAL ENGINEERS.

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Professor John R. Allen, Director of Research Bureau of the American Society of Heating and Ventilating Engineers at Pittsburgh, Pennsylvania, has been elected vice-president of the American Society of Mechanical Engineers. Professor Allen wrote an interesting letter on the details of research in warm air heating conducted by the Bureau of the American Society of Heating and Ventilating Engineers which was published in the December 6, 1919, Warm Air Heater Special issue of AMERICAN ARTISAN AND HARDWARE RECORD. His experience and ability fit him ably to fill the office to which he was elected. The election took place at the fortieth annual meeting of the American Society of Mechanical Engineers, held Thursday, December 4, 1919, at the Engineers' Society Building, New York City.

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#### MANUFACTURER AIDS DEALERS TO GAIN CUSTOMERS BY MEANS OF INSTRUCTIVE CIRCULARS.

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"Different Kind of Music. Different Kind of Heat" is the heading on one of the assorted circulars being furnished retailers by the American Furnace Company, St. Louis, Missouri. Each card calls for the receiver's attention to the subject of heating. It then continues: "This is intended to enlighten you on a seemingly muddled question. You will receive different cards. Kindly read them carefully; your

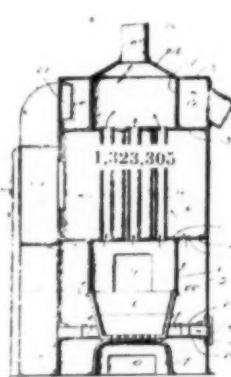
health and comfort are at stake." In every circular is contained an interesting exposition of the benefits of warm air heating. Dealers who know the advantages of advertising can realize the amount of preparatory work that can be accomplished by use of these circulars. At the bottom of each circular there is a blank space with the caption: "For Sale By," which can be utilized by the dealer to insert his name and address. Judging from the opinion of many retailers and installers appearing in the December 6, 1919, issue of AMERICAN ARTISAN AND HARDWARE RECORD, circularizing is one of the most effective means of gaining customers. Mailing lists are kept by some retailers. All dealers who receive names of prospective purchasers furnish reading matter to them. However, the circulars provided by the American Furnace Company, to extract the most benefit, require systematic mailing. The follow-up system, employed to great advantage in every business in the country—especially retail business—can be made use of by warm air heater dealers. With the cards described, this system would be made simple. Each card is numbered. A mailing list of prospective buyers should be kept and the number of the card and date sent should be recorded. Within a specified time the following numbered card should be sent. The practice should be kept up and each prospect should receive a different card within a specified time. The profitableness of this method has been proved in practice and is, therefore, no experiment. Write to the American Furnace Company, St. Louis, Missouri, for complete set of these circulars and for valuable information as to gainful circularization.

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#### PATENTS A WARM AIR HEATER.

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Under number 1,323,305, United States patent rights have been granted to Thomas H. Monaghan and Reinhold F. Lindeman, Chicago, Illinois, for a warm air heater described herewith:



A warm air heater, comprising, in combination, a casting having an air inlet adjacent its lower end and air discharge outlets adjacent its upper end, and provided with a plurality of hot air chambers, a combustion chamber in one of said air chambers, a series of smoke flues extending from said combustion chamber through a second air chamber, there being an indirect air passageway between two of said hot air chambers, and an exhaust fan interposed in said indirect air passageway and having an inlet opening communicating with one of said air chambers and a discharge opening communicating with another of said air chambers and a discharge opening communicating with another of said air chambers, said air discharge outlets opening outwardly from said last mentioned air chambers.

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A cheerful heart overcometh many difficulties.

### ISSUES RULES FOR FUEL SAVING.

A. C. Willard, Professor of Heating and Ventilation, University of Illinois, whose interesting article on cooperative research in warm air heating appeared in the December 6, 1919, Special Warm Air Heater issue of AMERICAN ARTISAN AND HARDWARE RECORD, has issued seven rules for the conservation of fuel in warm air heaters and stoves. They are as follows:

"Heating surfaces should be kept clean and free from soot and ash accumulations, and the entire ash pit should be cleaned daily.

"Grates should be true, and not warped, should move easily, and should have no broken places for coal to drop through. Unburned or partly burned coal should not appear in the ashes.

"The fuel pot should be kept full, with fire surface at the level of fire door; let ashes accumulate on (not under) the grate in mild weather. Grates should not be shaken too long or violently, and clinkers should be removed with as little disturbance of the fire as possible. Do not shake or disturb a very low fire until you have added and ignited a little fresh fuel.

"If the heater is small for its work, do not use coal containing a large amount of fine material.

"The house should be kept at a uniform temperature and not allowed to cool down more than 10 degrees at night."

### SECURES PATENT FOR OIL STOVE.

Lee S. Chadwick, East Cleveland, Ohio, assignor to The Cleveland Metal Products Company, Cleveland, Ohio, a corporation of Ohio, has been granted United States patent rights under number 1,323,215 for an oil stove described as follows:



In combination, a tubular wick, a wick carrier surrounding the wick, stops projecting from the outer side of said carrier, each stop having a portion arranged for engagement with the abutment, and fastening means for attaching the wick to the carrier and situated on the side of the stops remote from their abutments, engaging portions.

### EMPHASIZES NEED FOR FRESH AIR AND SHOWS COSTLINES OF EXCESSIVE SMOKE.

In the Bulletin of the Chicago School of Sanitary Instruction issued by the Department of Health, are contained some interesting hints for the betterment of the public health. Commenting on the destructiveness of vitiated air it says:

"Dirty air means lowered vitality and disease. Keep your air supply fresh and pure and thus promote bodily health and vigor."

How can fresh air be properly supplied with a system of heating that makes no provision whatever for it? When the air is bottled up in a living room it is

bound to become vitiated. There is no other alternative.

Because air is cold does not do away with the necessity for breathing it. Nor is there need for incurring the danger and discomfort of consuming cold air. Warm air heaters adequately answer the purpose of supplying warm fresh air. In the following paragraph extracted from the health hints disseminated by the Chicago School of Sanitary Instruction is emphasized the importance of a constant supply of fresh air:

"Don't forget that your winter air supply is as important as your winter's fuel supply; both should be carefully looked after and provided for."

In researches of some prominent scientific institutions on the smoke nuisance it was found that excessive smoke emanating from chimneys was largely due to defective combustion of the heating system. It is generally known to the trade that the majority of warm air heater manufacturers make ample provisions in their heaters for the efficient combustions of coal gases, thereby reducing the volume of smoke. Also, this cuts down the coal bill, as stated by the Chicago School of Sanitary Instruction in the following words:

"Increased smoke consumption means less coal consumption."

"The smoking chimney is a neighborhood nuisance and a community menace."

"Black smoke soils and damages everything it touches. Why should we breathe it all the time?"

The answer to the "why" of the Chicago School of Sanitary Instruction is, "There is no need for breathing smoke; install a warm air heater. It does away with this nuisance."

### PRAISES WARM AIR HEATER SPECIAL.

#### TO AMERICAN ARTISAN AND HARDWARE RECORD:

Every since the first issue of your paper I have been a subscriber. Always, with great interest I perused the pages of your trade journal. I valued each issue. However, your Warm Air Heater number, December 6, 1919, was by far the best issue I ever read. The information contained therein concerning the many phases of the warm air heater industry is very valuable and can be used to advantage by both manufacturers and installers. Indeed, let me congratulate you upon the collection of so much valuable data on the warm air heater industry as you publish in the issue to which I refer. It is an accomplishment of no small note.

Yours very truly,

CHARLES SMITH,  
Manufacturer of Warm Air Heaters.  
Chicago, Illinois, December 11, 1919.

### MUST HAVE FAITH IN THEMSELVES.

You have to fall in love with your job, throw your whole soul into it, if you want to win; and in order to fall in love with it you have to have something worthy and worth while. You have to sell your men Faith in you; their employer, then Faith in the house they represent, but a bigger thing than that is selling them Faith in themselves.

# PRACTICAL HELPS FOR THE TINSMITH

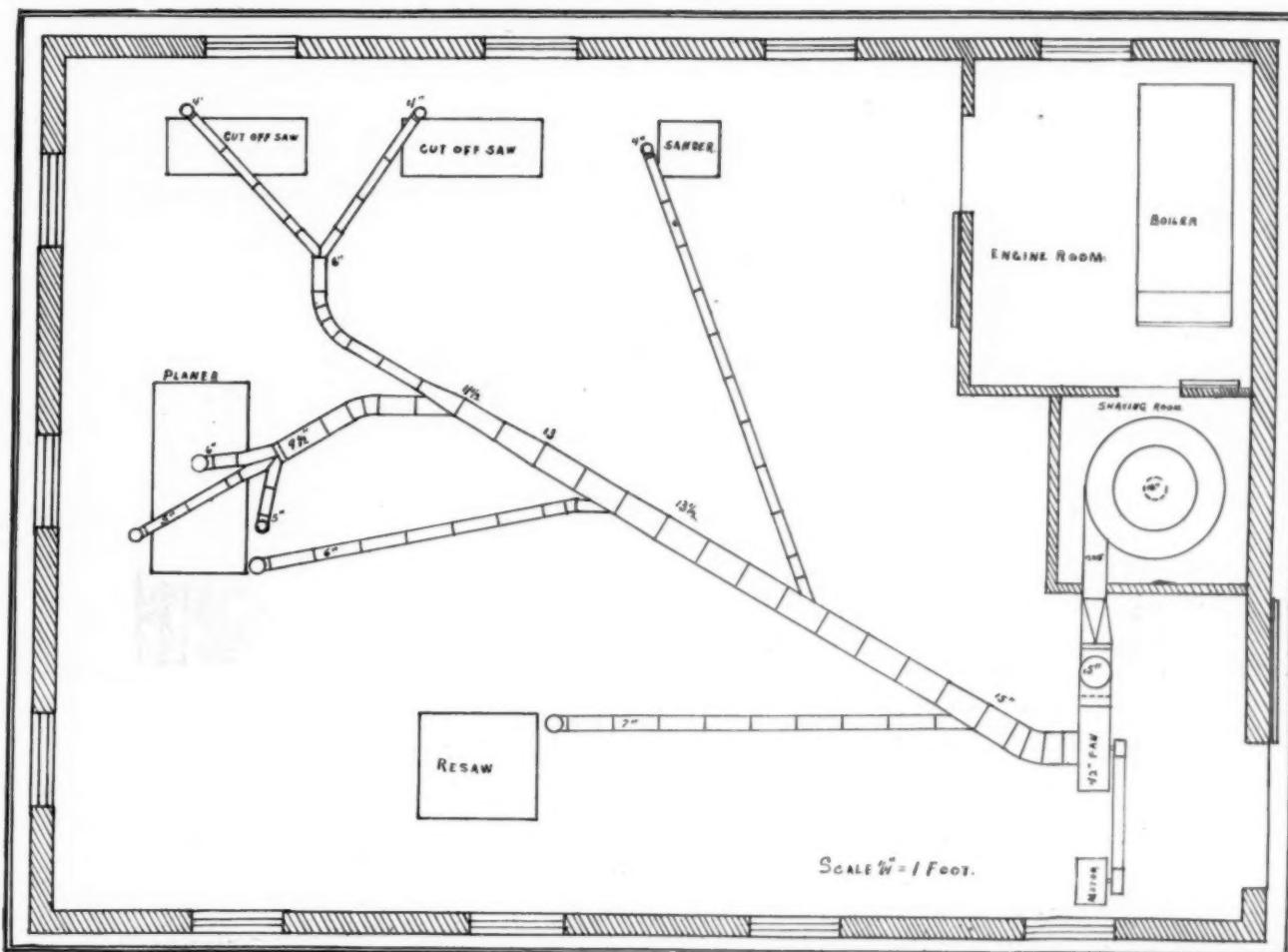
## PIPING FOR SHAVING SYSTEM.

By O. W. KOTHE.

In this drawing we have a very nice layout for a piping system. It is designed in such a way that a good appearance is made as well as all runs of pipe given plenty of angle, and elbows ample radius. In

duce waste which the job will not make room for. Some employers figure they can always work this waste in on some other job, which is true, but that does not say that this job should not pay for this waste.

In fact each job should pay for its waste. On large complicated jobs as much as 20 per cent waste must



Pipe for Shaving System.

this mill there is a planer, 2 cut off saws, a re-saw and a sander machine. A special shaving room is provided under the separator. This enables feeding the boiler, by either a special feeder or by hand. In small plants of this kind the engineer generally does the firing also, since there is not so much to attend to.

The height of ceiling we will say is 11 feet and this enables us to calculate the amount of pipe required. The main suction line is generally averaged up in determining the estimate of material. The one end is 15 inches and the other is 6 inches, so the difference between the two or a 10½ inch pipe is figured its full length. This takes in tapers and everything in the main pipe.

Branch pipes are treated according to their sizes. On a simple system of this kind a 10 or 12 per cent waste should be figured, because many fittings pro-

sometimes be figured. If this is not done the employer will be out considerable. It costs money to handle waste, and the matter of working it up is almost as costly as a new sheet.

For the workman this plan is especially interesting because of its several branches and other fittings to be laid out. In addition there is ample practice in listing the number of elbows, tapers, straight pipe, etc., to be used on the job. All items should be taken from the plan and listed in a systematic order from which the entire job lot is gotten out.

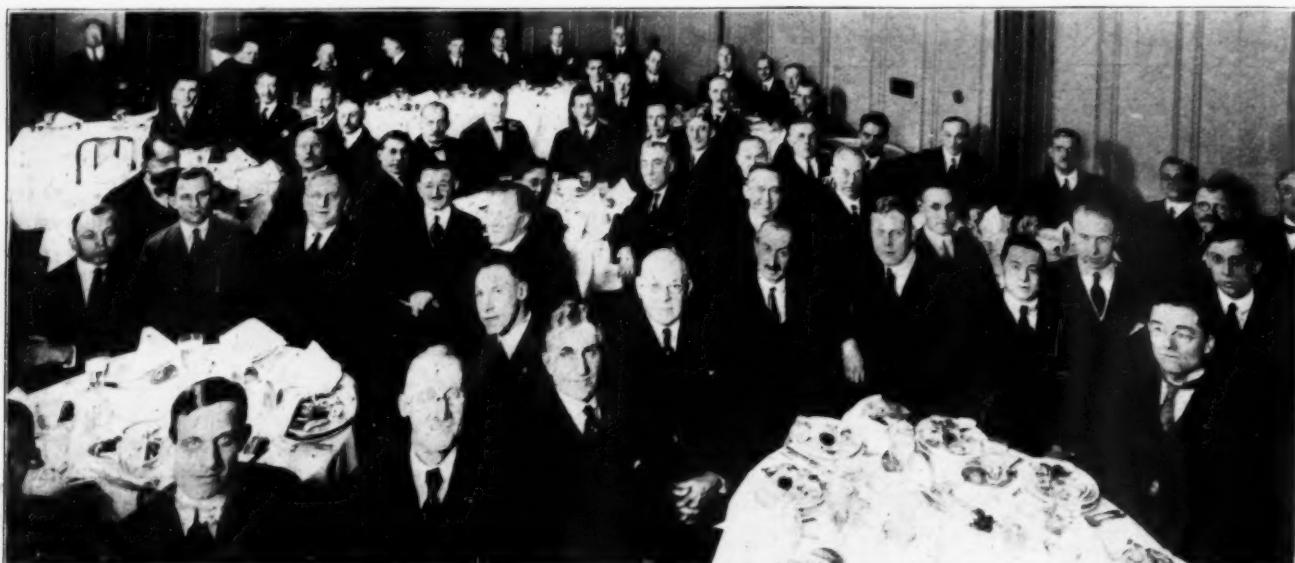
There is no romance in the world today like the romance of business. There is no development that comprises so intimately and so deeply the interest of ninety per cent of the population in seventy-five per cent of their waking hours as business.

## *Sheet Metal Contractors' Association of Chicago Elects Officers at Annual Banquet.*

The spirit of good fellowship that holds an organization together was pleasantly displayed at the annual banquet given by the Sheet Metal Contractors Association of Chicago at the Morrison Hotel, Tuesday evening, December 9, 1919. Following the enjoyable festival, during which the members exchanged greetings of good cheer and affirmed their common interest, the meeting was called to order by Harry C. Knisley, President of the Association.

The annual report of the Secretary of the Association, D. M. Haines, shows the organization to be in

my 27 years of active business dealings," said Mr. De Coningh, "if I have, in the spur of the moment, hurt anyone's feelings, I apologize now for it." He then declared that he leaves the sheet metal trade with the hopes for the success of all and with nothing but pleasant feelings toward his former associates. "While I am on my feet, I have something further to say," continued Mr. De Coningh. "A great many of us—I think all of us—wanted to tell our president how we appreciated what he has done for us. We did not want to tell it to him in so many words, but



**Members and Guests of Sheet Metal Contractors' Association of Chicago Gathered at a Banquet in The Morrison Hotel, Chicago, Illinois, December 9, 1919.**

a flourishing and prosperous condition, and as having materially furthered the interests of those concerned. Fred De Coningh, Chairman of the Nominating Committee, then presented the Committee's list of candidates for the various offices of the organization for the ensuing year. Informing the organization of the difficulty of choosing men to fill the exacting demands of the officers of the Association, Mr. De Coningh reported the Nominating Committee's recommendations for officers as follows:

President: HARRY C. KNISLEY.  
Vice-President: HARRY DETMER.  
Secretary: D. M. HAINES.

The Committee did not enter any recommendations for treasurer. However, Thomas Shean was duly nominated by the membership present. A motion was made that Mr. De Coningh be elected as treasurer of the Association. Mr. De Coningh declined the office, saying, "I accept the compliment, for you, indeed, must think well of the man whom you would intrust with your money. But I must decline the position. In connection with this, I want to make a statement." He announced his withdrawal from the Sykes Sheet Metal Company of Chicago, Illinois. "Throughout

we wanted to give him a tangible proof of our regard. I do not believe that I exaggerate when I say that there is no one among us who would have been willing to do what Harry Knisley has done in the way of making sacrifices of his own interests for our mutual benefit. There has never been a time, no matter how busy he was, when we should call upon him to do us a service that he has not responded."

Commenting on the many ways in which Mr. Knisley had materially assisted the members of the Association, Mr. De Coningh said, "It makes me very happy to be able to give you the hearty thanks of every member of our Association. We give you the symbol of our desire for your continued prosperity in this tangible form—though of trivial character—and hope for a long life for you." Mr. De Coningh presented Mr. Knisley with a beautiful diamond ring.

Mr. Knisley expressed his appreciation of the good will of the members of the Association and stated, "I will accept it not for the value, but because it comes from the members of the organization." Asking for the continued good respect of the members, he thanked one and all for their interest in him and in the organization.

The president then called upon A. L. Skyes of the Sykes Sheet Metal Company to address the meeting. Mr. Sykes expressed his profound regret at the withdrawal of Mr. De Coningh from participation in the sheet metal contracting business. He stated his hopes



**Arthur P. Lamneck, President National Association of Sheet Metal Contractors.**

that the Association would meet with the highest expectations of its members.

Upon motion of one of the members the recommended candidates, including Mr. Shean who had been nominated candidate for treasurer, were elected to hold office in the Association for the year 1920.

Mr. Knisley then expressed his pleasure in being able to introduce Arthur P. Lamneck, President of the National Association of Sheet Metal Contractors. Mr. Lamneck said: "I am an ordinary sheet metal contractor with about 20 years of hard experience." He told of the times when there was no organization of the type of the Sheet Metal Contractors Association in existence. "We should be friends because we are in the same line of business," said Mr. Lamneck, "What is one man's interest in this Association is every man's interest."

"To show you that the sheet metal industry is progressing and that the organizations throughout the country are benefiting the members, you only have to turn your attention to the number of men who are here and note the good fellowship and good feeling which prevails. I know these organizations are increasing the spirit of cooperation and friendliness among sheet metal contractors all over this country. It does away with isolation."

President Lamneck urged the members to devote as much of their time as possible to the functioning of the Association. "The worth of this organization to you," he said, "is commensurate with the amount of time you spend in furthering the scope of it." Portraying the exacting business demands of the sheet metal industry, Mr. Lamneck held that the sheet metal

contracting business was different from the manufacturing business. "I have spent hours and hours of my sleeping time worrying how my men were doing 40 miles from the city," he said. This part of the nation's industry calls forth the mechanical and business ability of contractors, opined President Lamneck.

Deploring the destructive competition that was evident among contractors in the past, President Lamneck pointed out the many ways in which this has proved to be a hindrance to the sheet metal trade. For the benefit of the industry as a whole, he urges cooperation. "It takes just as much brains to be a successful sheet metal contractor as it does to be a professional man," affirmed President Lamneck.

Above all else, sheet metal contractors need systematizing their business methods, declares the national president. "We should encourage the new-comer in the business, and proceed to assist him in his business transactions. It would elevate the trade. It would tend toward standardization of prices and estimates. We will all profit thereby."

President Lamneck laid especial stress on the need for computation of overhead expense. "Any contractor who does not have on his estimate sheet a space for overhead expense is a poor business man and should be taught the error of his way," declared President Lamneck. "I am not here to tell you one system is better than the other. But get the item of overhead expense before you put the material down. A loss will result if it is not there."

Referring to the officers of the Sheet Metal Contractors Association of Chicago, President Lamneck stated, "I will say that they have about as big a job as could possibly be put upon the shoulders of any set of men. I am deeply touched by this presentation tonight to



**Harry C. Knisley, Re-elected President of the Sheet Metal Contractors' Association of Chicago.**

Mr. Knisley. It is a beautiful and valuable present, but if it was only worth a nickel and by that presentation you showed to Mr. Knisley your appreciation for his efforts and for his labor for your association generally, he ought to feel well repaid for all of the

energy expended in behalf of the membership of the Association." However, officers alone do not make an association, pointed out President Lamneck. It is necessary for each member to do his share in aiding the advancement of the organization. "Members should be made to feel that they have suffered a loss when they miss meetings."

Reviewing the business conditions of 1919 and predicting the activities for 1920, President Lamneck said, "Beginning with 1919 business looked dark. Yet, before June 1st, most every business in the country was virtually swamped with orders. Business grew beyond any previous bounds. Anything on hand could be sold. We will have more or less of that in 1920." It was the opinion of the national president that the outlook is very good. "I want to say that any business man who wants to can do more business in 1920 than he did in 1919 without any more effort," said President Lamneck. "However, unless the sheet metal

"We have with us tonight a man whom most of us members know. He has been writing articles concerning the sheet metal business in his paper, AMERICAN ARTISAN AND HARDWARE RECORD, for a good many years. He has been a good friend of the Chicago Association. I mean our good friend Daniel Stern. He has been ill for a few years, but I am very glad that he is able to be with us and we welcome him here tonight with a great deal of pleasure."

Mr. J. C. McFarlane was then called upon to address the Association. He praised the practicality of President Lamneck's speech, and said, "I think the year 1920 is going to be a wonderful year for business. There will be no excuse for any man taking work for little or no profit." The mills are glutted with work, declared Mr. McFarlane, and as President Lamneck has warned, preparations should be made to procure adequate supply of raw materials. He thanked the organization for the pleasure he had gained by being present.

"Let me open with the biblical phrase, that 'The wind bloweth where it listeth,' was the remark of Mr. George Mehring, when asked to impart a few words to the organization. He congratulated the Association on having Mr. Harry Knisley as president. Expressing his acquiescence with the remarks of President Lamneck, he said, 'Put your shoulders to the wheel and work for the particular branch of the sheet metal trade with which you are connected.' Mr. Mehring stated his confidence in the Association's practical aid to its members. 'We will find ways and means to correct business mistakes and will aid members in educating themselves in business practices,' he declared.

Though Mr. De Coningh designated the office of vice-president as being largely ornament, Harry Detmer, re-elected candidate to that office, when asked to address the assembly, said, "I assure you I will exert every effort possible to support the president in his undoubtedly difficult task of making his organization beneficial to the greatest extent to the membership." A well furnished office in the Chamber of Commerce Building was conducted by the Association, those present were informed. And Mr. Detmer assured the members that they would always be welcome whenever they were in the vicinity, or whenever they required the services of a stenographer.

Certain that the Association would have the pleasure to hear a long, well-prepared speech, Mr. Knisley called upon D. E. Haines, secretary, to speak.

"I am sorry to disappoint you, said Mr. Haines, 'but I have no long speech prepared.' He then pointed out the marked progress of the sheet metal trade and predicted the growth of the industry—especially the ventilating end of it. He urged the members to become more intimately acquainted with one another. Especial weight was laid on the subject of cooperation. The benefits to be derived from altruistic cooperation were enumerated by Mr. Haines. 'A better understanding with labor would straighten out the wage question satisfactorily,' declared the speaker. Corroborating Mr. Detmer with regard to the standing welcome to all members to make use of the Associations' offices in the Chamber of Commerce Building,



D. M. Haines, Re-elected Secretary of the Sheet Metal Contractors' Association of Chicago.

contractor makes some provision for his source of supply of raw material for 1920, he is not going to be able to obtain any material because the raw material situation in this country at this time in the way of sheet metals is a serious proposition." He urged all sheet metal contractors to make it a point of immediate action to arrange for securing of materials necessary in their work. "I am an optimist for 1920," declared President Lamneck. "We are going to do all the business that we are able." He gave a definition of an optimist as follows: "An optimist is a man who can see a light where there is none, and a pessimist is a man who comes along and blows it out." "Let us all be optimists," urged President Lamneck. In conclusion he stated, "I will be well repaid for this trip if I have imparted any particle of useful information to this Association."

Stating his appreciation for the emphasis laid on the need for computing overhead expense, Mr. Knisley thanked the national president for his instructive address. Mr. Knisley further said:

Mr. Haines stated, "Whenever you are in the vicinity of the office be sure to come in—even if it is only to get a cigar." He told the members they were entitled to make full use of the organization's quarters for business transactions, etc.

"Patriotism" was the subject of Euclid B. Rogers, D.D., of Springfield, Illinois, who was then introduced to the members. An illustration of the thoughtfulness of the best interest of the Association by Mr. Knisley is given in the fact that being impressed by the manner of speaking of Dr. Rogers while speaking two years ago, the president of the Sheet Metal Contractors Association of Chicago, resolved to engage him to appear before that organization. The Doctor's speech was enlightening and inspiring. He praised the optimism of the previous speakers. Those present were surprised when Dr. Rogers declared, "You are the hardest group I have ever been called upon to address. You are 'steel' men; you 'steel' railroad coaches, you 'steel' great manufacturing plants, you 'steel' whole blocks, you 'steel' anything you can lay your hands upon." After praising the position of American business men in the life of the nation, he continued, "Patriotism is raised up in the realm of morals. A patriot is a moralist; he loves his country and his kind." He pleaded for universal justice as the solution of many of the seemingly insoluble problems presenting themselves to the people of this nation. Dr. Rogers insisted labor was not a commodity, but men. Capital and Labor should join hands and thereby insure the prosperity of the world, he said. No opposition by any class can be tolerated, he stated. Napoleon is a symbol and warning to all tyrants, he pointed out.

Urging the aid of the Association in eradicating ignorance and poverty, Dr. Rogers said, "There should be no food exported until every child in the nation is sufficiently fed. I am for the American boy and girl above the rest of the world." The slums and its consequent results can and should be done away with, declared the Doctor. By abolishing the source of poverty—overwork, malnutrition, etc.—the standard of the American people will be raised. Reaffirming the Golden Rule, the speaker said, "Anything that I ask of you, you have the right to ask of me."

Picturing the fall of that mighty nation Russia into the hands of the treacherous Bolsheviks—the madmen of Russia—he warned of the presence of Bolshevik agitators in the United States. "Deport them," he emphasized. No let up should be allowed until they are completely routed.

In illustrating the benefits of organization Dr. Rogers told the following story:

A darky who was an expert with the whip was riding to town with his employer one day.

"See that fly on the horse's tail," said the employer, "strike it with your whip, Sam."

"Yes Sah," said the darky, and "crack" the fly was destroyed.

"Let me see you take a piece of the donkey's ear off," said the darky's companion." This was expeditiously done.

Driving on for a while they came in sight of a hornets' nest.

"Hit that, Sam," said the employer.

"No, Boss," retorted the darky, "that am awganized."

Praising America's stand in the war and the superiority of the American flag above all others, Dr. Rogers concluded wishing the success of the Association in furthering the interests in the best possible manner of the membership.

Those who were present are as follows:

Louis Abt;  
G. Burkhardt, G. Burkhardt Manufacturing Company;  
H. F. Bremer;  
F. S. Bremer;  
John Dilly, Dilly and Company;  
J. C. Graebke, Eagle Cornice Company;  
H. J. Dettmers, Farwell Cornice Company;  
G. C. Clark;  
John Milice, Friedly-Voshardt Company;  
Fred Gillespie, Gillespie-Dwyer Company;  
R. H. Linderman, Robert Gordon, Incorporated;  
Owen Williams, Griffith Cornice Company;  
George A. Bosvin, R. B. Hayward Company;  
J. J. Haines, The Haines Company;  
D. M. Haines; The Haines Company;  
G. E. Hogan, Hogan and Company;  
K. Hirsch;  
Harry C. Knisely, H. C. Knisely Company;  
Warren Laubenstein;  
J. Dennet;  
O. Kitzelman, Kitzelman-Crew Company;  
W. G. Crew;  
A. LeClaire, The A. LeClaire Company;  
Frank Mellish, Mellish-Hayward Company;  
W. W. Rockwood;  
George Mehring, Mehring & Hanson;  
A. Mathis, Mathis and Son;  
Eugene Mathis, Mathis and Son;  
John Maier, John Maier Company;  
J. H. Enund, Monarch Ventilating Company;  
J. T. McGann;  
J. C. McFarland, J. C. McFarland Company;  
H. D. Wilson;  
Wm. T. McFarland;  
G. A. Olson, Olson Furnace Company;  
J. H. Perkins, Perkins, Perkins and Brown;  
L. B. Piper, Piper and Company;  
Bernard Press;  
Eli. A. Rydon;  
A. B. Kysdon;  
Meyer Fakter, Reliable Sheet Metal Works;  
A. E. Bedau, Robinson Furnace Company;  
Ludwig Sohn, L. H. Sohn;  
John Smith, J. Smith and Company;  
V. A. Smith, V. A. Smith Company;  
Henry Staar, Frank Staar;  
W. H. Vallas;  
Lionel Vallas;  
Fred deConingh, The Sykes Sheet Metal Company;  
A. L. Sykes, The Sykes Sheet Metal Company;  
Jas. A. Rowley;  
H. Warneke, Voightman and Company;  
Michael Wolfe, Wolfe and Company;  
A. J. Wagner, Wagner Brothers;  
Daniel Stern, AMERICAN ARTISAN AND HARDWARE RECORD;  
Harry Gannes, AMERICAN ARTISAN AND HARDWARE RECORD;

Thos. W. Pearson, Central Heating and Supply Company.

Mr. Knisley thanked the members for their presence and expressed the hope that the evening had proved instructive and enlightening. That all were satisfied beyond their contemplation was evidenced by the comments to be heard after the meeting. This meeting was a striking illustration of the beneficial results to be gained from members of an industry or trade coming together to discuss matters of vital interest. The stimulus of the gainful proceedings of the meeting at the Morrison Hotel is bound to add impetus to the desire of all the members to build the Sheet Metal Contractors Association of Chicago to meet their highest expectations.

The Carter Sheet Metal Works, Omaha, Nebraska, is reported planning a plant, one-story, 132x162 feet, to cost \$20,000.

## THE LOOSE USE OF "PROFITEER" HURTS ALL BUSINESS.

Business men of many cities have, no doubt, many times had the feeling which recently found expression in a bulletin of the Better Business Bureau of Los Angeles, California, relative to the loose employment of the word "profiteer," both in advertisements and in editorial columns, says a bulletin from the Associated Advertising Clubs, with which the Los Angeles Bureau is affiliated. Just such action might be taken by other advertising clubs, as well as other local bodies of business men, the National Vigilance Committee suggests. The Los Angeles statement, signed by A. H. Wilkins, secretary of the Bureau, is as follows:

"For a considerable time past a vast amount of publicity has been attached to the term 'profiteering.' A careful study of this publicity has, in the opinion of well informed business men, failed to show facts that would give reason for the claims and arguments that have been used in connection with this work."

"The effect of this publicity, without question, has been very broad and it is hard at this moment to determine just what per cent of this effect has been good and what per cent has been bad.

"Believing that publicity surrounding this word, which is not based upon absolute fact, reflects unjustly on the reputable and honorable business houses of this city, and has a great influence in creating a lack of confidence in all business and advertising, the Better Business Bureau at this time respectfully suggests to the publishers and publicity agents that all such publicity should be discouraged, except in cases where evidence and facts are actually in hand, and that in its place every effort be made through the editorial and publicity channels to stimulate production, the shortage of which has been proven as the real fundamental cause of the high cost of living."

## BE EXPLICIT IN SALES TALKS.

"Be brief" is a poor rule to follow. "Be brief as possible in telling your story completely" is a much better one. The way to advertise is an important point to consider. In dull times make your offerings just as attractive as you know how and advertise seasonable goods such as would be of immediate use. It is hard enough to sell unseasonable goods when people buy freely, but it is much harder to push them to any great extent in unfavorable times.

## OBITUARY.

### William W. Turner.

One of the most widely known traveling salesmen in the sheet metal trade was William W. Turner, who died Friday, December 5, 1919, in LaSalle, Illinois, while on a business trip. For the past few years he has been with the Wayne Pump Company, of Fort Wayne, Indiana, but he has always retained his office with Charles Smith Company, manufacturers of warm air heaters, 57 West Lake Street, Chicago, Illi-

nios. In his latter years he devoted much thought and energy to the work of economizing space, improving machinery in factories, and installing safety devices. His numerous friends spoke of him always as a good, square, honest, and upright man. He was favorably known all over the West and Southwest where for many years he traveled for Merchant and Evans Company of Philadelphia, Pennsylvania. He was buried Friday, December 12, 1919, at LaSalle, Illinois.

## SAYS AMERICAN ARTISAN HELPS HIM KEEP ABREAST OF THE TIMES.

To AMERICAN ARTISAN AND HARDWARE RECORD:

I enjoy reading your journal because it is full of helpful ideas and enables me to keep abreast of the times. I find it especially valuable for its news and instruction in the sheet metal trade.

Yours truly,

CARL J. BOLLE.

Sheboygan, Wisconsin, December 8, 1919.

## NOTES AND QUERIES.

### Playground Equipment.

From John Waswo, Proprietor Golden Rule Hardware, Alpha, Minnesota.

Can you inform me who manufactures playground equipment?

Ans.—American Playground Device and Swing Company, Terre Haute, Indiana; Fred Medart Manufacturing Company, DeKalb and Potomac avenues, St. Louis, Missouri, and Safety First Supply Company, Hartje Office Building, Pittsburgh, Pennsylvania.

### Taps, Dies and Bits.

From William Walther, Georgetown, Colorado.

1. Kindly advise me where I can purchase taps and dies for "Holroyd's" stock. 2. Also bits for "Johnson and Tainter's" hand borer.

Ans.—Greenfield Tap and Die Corporation, Greenfield, Massachusetts; American Tap and Die Company, Greenfield, Massachusetts, and J. M. Carpenter Tap and Die Company, Pawtucket, Rhode Island, make taps and dies. 2. Bits for Johnson and Tainter's hand borer can be secured from the following concerns: Peck, Stow and Wilcox Company, Southington, Connecticut, and Smith and Hemenway Company, Incorporated, 261 Broadway, New York City.

### Oil Heaters for Warm Air Heaters.

From A. J. Bridges, South Court Street, Bedford, Iowa.

Would like to know who makes oil heaters for warm air heaters.

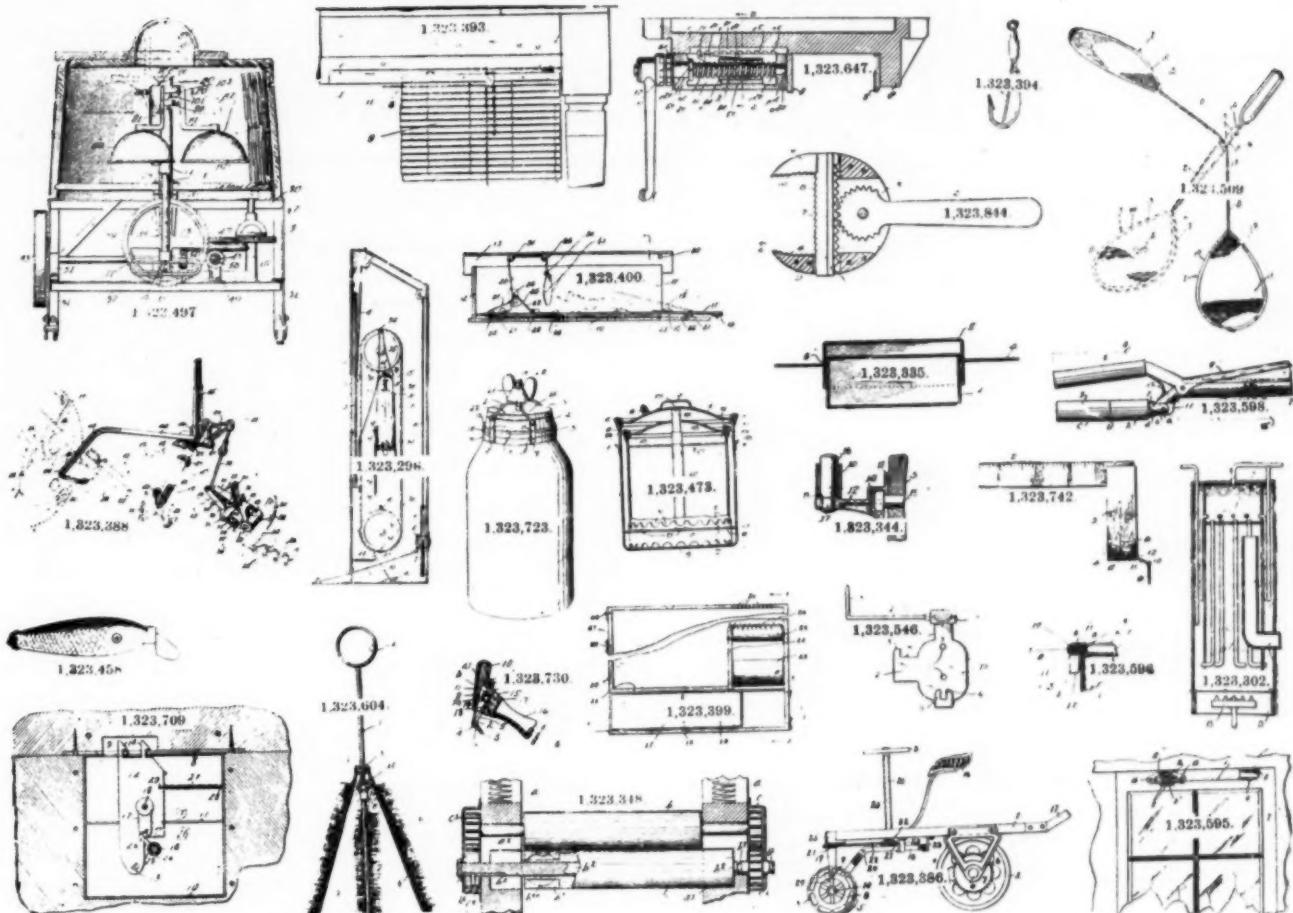
Ans.—Charles Smith Company, 57 West Lake Street, Chicago, Illinois.

## ITEMS.

The American Steel and Wire Company, Worcester, Massachusetts, is to build a new 20x100-foot machine shop.

The Crescent Sheet Metal Company, Ranger, Texas, has been incorporated recently with \$10,000 capital, by F. E. Skinner, W. E. Skinner and A. M. Fitzgerald.

## NEW PATENTS.



1,323,296. Towel Holder or Device. Howard C. McDonald, Buffalo, N. Y. Filed Jan. 26, 1917.

1,323,302. Water-Heater. John Martens, Chicago, Ill.  
Filed Nov. 20, 1916.

1,323,335. Combined Box Fastener and Opener. Thomas Mansfield Terwilliger, Jr., Walden, N. Y. Filed Nov. 5, 1917.

Mansfield Terwinger, Jr., Walden, N. Y. Filed NOV. 8, 1911.  
1,323,344. Pintle-Hinge. Donald E. Willard, Decatur, Ill., assignor to Allith Prouty Company, Danville, Ill., a Corpora-

assignor to Amin Trouty Company, Danville, Ill., a Corporation of Illinois. Filed Oct. 24, 1917.

1,323,386. Winger. Everette A. Burnester, Detroit,  
Mich. Filed Dec. 23, 1918.

1,323,388. Mower. Sanford L. Cluett, Hoosick Falls,  
B. Arnold, Longmeadow, Mass. Filed Aug. 10, 1918.

1,323,393. BLOWER. DANTON H. GRATT, WISCONSIN FALLS,  
N. Y. Filed Feb. 17, 1919.  
1,323,393. APPARATUS FOR ATTACHING SHADES, SCREENS OR  
THE LIKE. AZEL CLARENCE HOUGH, JANEVILLE, WIS. Filed Oct.  
6, 1917.

1,323,394. Live-Bait Hook. Jacob Jones, Ringling, Mont., assignor of one-fourth to Rose V. Anderson, one-fourth to Annie Nokes, and one-fourth to Tillie Thies, Butte, Mont.  
Filed, Jan. 17, 1919.

Filed May 17, 1919.  
1,323,399. Mousetrap. Antoni Lokaj, Northampton, Pa.  
U.S. Pat. Off.

Filed June 18, 1919.  
1,323,400. Animal-Trap. Antoni Lokaj, Northampton,  
Mass., June 18, 1919.

Pa. Filed June 18, 1919.  
1,323,458. Artificial Bait or Lure. Henry S. Dills, Garrett, Ind., assignor of one-half to James Heddon's Sons, Incorporated, Dowagiac, Mich., a Corporation of Michigan. Original application filed Jan. 25, 1918, Serial No. 213,628. Divided and this application filed July 1, 1918.

1,323,473. Cooking Utensil. Julius E. Hettinger, Chicago, Ill. Filed May 12, 1919.

1,323,497. Actuating Mechanism for Washing-Machines.  
William J. Schoonover, Belvidere, Ill. Filed April 5, 1917.

William J. Schoonover, Belvidere, Ill. Filed April 3, 1911.  
1,323,509. Fly Catcher and Swatter. John D. Wall and  
Otto Anklam, Minneapolis, Minn. Filed Feb. 15, 1919.

Otto Anklam, Minneapolis, Minn. Filed Feb. 19, 1919.  
1,323,546. Shade and Curtain Hanger. Fredrick C. Pulosky and Simon Zimmermann, Pontiac, Mich. Filed July 11, 1919.

1,323,595. Casement-Window Adjuster. Norman B. Burd, New Britain, Conn., assignor to The American Hardware Corporation, New Britain, Conn., a Corporation of Connecticut. Filed July 22, 1919.

1,323,596. Sanitary Can-End Seal. Axel Johnson, Oakland, Calif., assignor to American Can Company, San Francisco, Calif., a Corporation of New Jersey. Filed Dec. 7, 1916.

1,323,598. Curling-Tongs. William H. Laraway and Louis V. Lissner. Grand Rapids, Mich. Filed July 11, 1918.

Louis V. Lillibridge, Grand Rapids, Mich. Filed July 11, 1918.  
1,323,604. Bottle-Washer. Henry Cleto Martinelli.

Springfield, Mass. Filed Aug. 30, 1918.  
1,323,647. Vise. Frederick W. Peters, West Park, Ohio,  
assignor to The Paragon Machine, Tool & Manufacturing  
Company, Cleveland, Ohio, a Corporation of Ohio. Filed  
Mar. 11, 1918.

May 11, 1918.  
1,323,709. Lock. John Madunicky, Chicago, Ill. Filed

Oct. 8, 1918.  
1,323,723. Jar-Closure. Edward C. Ries, Kansas City.

Mo. Filed May 7, 1919.  
1,323,730. Safety-Razor. Philip H. Unsinger, Geneva, N. Y., assignor to Geneva Cutlery Corporation, Geneva, N. Y., a corporation of New York. Filed May 14, 1919.

N. Y., a Corporation of New York, Filed May 19, 1919.  
1,323,742. Builder's Square. Ryland Jesse Burroughs,  
Richmond, Va. Filed April 18, 1919.

Richmond, Va. Filed April 18, 1919.  
1,323,844. Wrench, Harvey Dabney and Charley Dab-  
ney, Jr., assignors. Method of making—See 1918.

#### SILENCE AT TIMES IS DESIRABLE.

It is a fine accomplishment to be a really good talker—convincing, ready, fluent, entertaining. It is an accomplishment of great value in any calling or station. But in the long stretches of everyday living, it is even better to be able to keep silent when silence is desirable, than to be a brilliant conversationist.

# WEEKLY REPORT OF TRADE AND THE MARKETS

## VOLUME OF ORDERS IN THE STEEL INDUSTRY IS ON THE INCREASE.

Orders continue to pour into the steel industry from all directions. If the producers were in position to go ahead without restraint or interference from the labor element, the volume of activity would probably rival the busiest part of the war program, as the demand for all descriptions is so strong that the mills would be busy for six months on the orders they could book in a week. This applies especially to the automobile industries, the shipbuilders, oil drilling operations, and, more than likely, to the railroads. The export business would also be a big factor in keeping the plants busy, as some of the plants have tied up a certain part of their production for the export trade, and this must be available for foreign business despite the state of affairs in the domestic market.

The railroad buying is getting under way. That is, inquiries leading to deliveries for all positions during the coming year, have been received, but the question of possible freight rates for the next year still stands in the way of contracts, for producers must know what the rates are to be in order to base steel prices for distant delivery.

Automobile manufacturers are hard pressed for steel and in some quarters it is reported producers will be forced to curtail their output. The steel companies are having trouble in getting deliveries of their product, even when they succeed in producing steel in the face of the troubles with which they are beset, since there has been no improvement in the transportation situation as far as the shortage of cars is concerned. The roads themselves are suffering from lack of coal to such an extent that freight service is feeling the effects in curtailed operations.

### STEEL.

The demand for all descriptions of steel continues strong and active, but none of the producers are in a position to accept new business because of the uncertainty of future operations. The inquiry for all sorts of semi-finished and finished steel products continues heavy, but companies are trying to struggle through the business on hand and are not considering further contracts. Some few small contracts have been reported lately, while the roads are in the market for supplies to be delivered during the coming four years.

### COPPER.

So far as producer's quotations are concerned, no changes have taken place in copper prices, but in the outside market all sorts of abnormal premiums are being asked and paid on transactions between dealers and operators. It is a very strange situation and old-timers in the copper trade are at a loss to understand

how any one can afford to pay 1 cent to 2 cents a pound over the prices that are being quoted by the big interests, but they attribute it to the speculative fever which has swept over the country this year which has caused, often times, a complete disregard of values.

Sales of copper by one of the largest producing interests in the past few months have been very close to if not equal to, current production. This in itself is an encouraging fact but of course the sales have been made at the expense of prices. In the past sixty days producers have made concessions from day to day until the full decline ranges from 5 to 5.50 cents per pound.

It is understood that some of the largest melters have been following the market downward and are now disposed to cover future requirements to a greater extent than at any time in the past six months.

All of the large producing interests have not been so fortunate as the producers who inaugurated the selling campaign policy, probably because they were less vigorous in their selling methods. Several of the largest mining properties in the West have permitted output to decrease in the past thirty days and although the coal strike is settled there may be further reduction in current output during this month.

One authority in the trade asserts with confidence that domestic consumption of copper is averaging as high as 80,000,000 pounds a month, this being from 15,000,000 to 20,000,000 pounds more than general trade estimates. It is claimed that this increased melting at home will become clearly evident in the next sixty days. The electrical industry and the wire drawers, as usual, continue to be as they have been, the largest consumers.

Prices for copper sheet in the Chicago market remain at 28½ cents per pound.

### TIN.

The American market has very little character of its own and has a way of becoming extremely weak whenever there is an oversupply. This weakness was very pronounced at the close of the week, tin being offered at about 1½ cents per pound under import cost. This must have been reported to London, but had absolutely no effect there in holding down prices. On Saturday spot tin was offered at 53 cents and prices have been marked up this week to 54 cents, but even that price is nearly 1 cent per pound below the regular import cost. Importers claim that on offers received 55 cents is a fair valuation for December-January shipment from the East Indies, but on profit-taking sales we hear of sellers at 54.62½ to 54.75 cents per pound.

Consumers generally, may be expected to be backward about responding to the advance, but there will undoubtedly be some business done with important

buyers for there is always the fear, in case of an advance like that, that London knows something regarding the situation that warrants their paying such high prices for such large quantities of futures, and that it may pay to follow the lead. Under some conditions 55 cents per pound for tin is cheaper than tin at 45 cents. It is thought that the speculative movement is based on a farsighted view of industrial conditions to come as affecting the consumption of the metal.

#### LEAD.

Last Saturday, December 6, 1919, the leading interest announced an advance of 15 points in their price, bringing East St. Louis delivery up to 6.65 cents and New York delivery to 6.90 cents.

The immediate response of demand about a week ago to the freer offerings at that time, indicated the inherently strong position of the market, and the full condition of the producers' order books justified the advance, which has also been influenced by the steady continued advance in the London price.

The outside market is somewhat undetermined as yet, but it ranges nominally from the "official" price to 10 points higher, at both the East St. Louis and New York positions.

For soft Missouri brands 6.65 cents is freely bid for January shipment, East St. Louis basis, and offerings are small.

#### SOLDER.

The quotations ruling the Chicago market for solder are as follows: Warranted, 50-50, per pound, 34.25 cents; Commercial, 45-55, per pound, 31.85 cents; Plumbers' per pound, 29.50 cents.

#### ZINC.

The domestic demand shows no improvement and it would appear that consumers have thus far bought very little metal beyond December. The settlement of the coal strike may bring consumers into the market for zinc supplies, but the average buyer does not seem to have confidence in the strength of the zinc situation.

The Baltimore Ordnance Salvage Board offer for sale, located at the plant of the Baltimore Copper Smelting and Rolling Company, Baltimore, Maryland, a lot of 1,364,127 pounds Army A zinc, the analysis of which is maximum .10 lead, .03 iron, .50 cadmium, (maximum of these ingredients not over .50), the price to be based on the East St. Louis market price for prime Western, plus freight to Baltimore of 32 cents per 100 pounds, plus a differential for grade A of 10 cents per 100 pounds.

This differential of only ten points is much less than the differential formerly asked, viz.: 3/8 cent per pound. No date is fixed for bids, but negotiations are invited.

#### TIN PLATES.

During the week tin plate makers were running their plants on a reduced scale for the purpose of making their stocks of coal hold out as long as possible. Several producers are not anxious for new business because of the fact that present obligations can not pos-

sibly be completed much before the end of the first quarter of next year. No let-up is noted in the demand and on early deliveries no trouble would be had in securing considerably more than the regular market basis of \$7 per base box, Pittsburgh, for standard cokes.

In Chicago market, first quality bright tin plates, IC, 14x20, are quoted at \$13.60 per box of 112 sheets and other gages and sizes at corresponding figures.

#### SHEETS.

Advices from Youngstown, Ohio, state that not a pound of any grade of sheets is available at mills in the Mahoning valley for spot shipment and every mill is out of the market indefinitely. Never in the history of steelmaking have the various grades of sheets been so scarce. During the war buyers found it difficult to obtain sheets but never so difficult that a few odds and ends could not be had. Conditions now, however, are beyond comparison. Wasters and other sheet mill by-products have disappeared from the market, buyers taking these grades along with prime stock. No overage is being rolled which perhaps is best explained by the fact that mills for several weeks back have been taking on attractive specifications only. Consequently, present mill schedules are confined practically to merchant sizes. Any overage that is rolled, therefore, is applied on succeeding order thus destroying all chances for a buyer to purchase any pick-up tonnages.

#### OLD METALS.

Wholesale quotations in the Chicago district which may be considered nominal are as follows: Old steel axles, \$30.00 to \$31.00; old iron axles, \$32.50 to \$33.50; steel springs, \$21.50 to \$22.50; No. 1 wrought iron, \$22.50 to \$23.50; No. 1 cast, \$28.50 to \$29.50, all net tons. Prices for non-ferrous metals are as follows, per pound: Light copper, 13 1/2 cents; light brass, 8 1/2 cents; lead, 5 cents; zinc, 5 cents; cast aluminum, 24 1/2 cents.

#### PIG IRON.

Great strength continues in the pig iron market as the demand exceeds the available supply or the willingness of producers to sell. Where to place contracts for iron is a difficult problem and of far more importance to holders than is cost. As far as can be learned all Southern makers are out of the market, with final sales before their retirement usually at \$35. furnace, at Birmingham. Northern makers have not been able to offer any iron for several weeks and see no prospect of taking furnace business until after the first of the year.

According to the weekly report of the Matthew Addy Company of Cincinnati, Ohio, the pig iron market has degenerated into a scramble to get raw materials. It is easy to see why iron is in short supply. Unfortunately all these furnace troubles came at a time when consumers of iron were having a great increase in their business and when there were no real stocks on hand in producers' yards. All iron that is offered is snapped up by some anxious buyer. There is an immense demand for 1920 iron.

# Current Hardware and Metal Prices.

**AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing Western Hardware and Metal prices corrected weekly.**

METALS.	LEAD.	BROAD.	BEATERS.
PIG IRON.	American Pig..... \$7 25 Bar..... 7 75	Plumbs, West, Pat..... List " Can. Pat..... \$69 00 Firemen's (handled), ..... per doz. 21 00	Carpet. No. 7 Tinned Spring Wire... \$1 10 No. 8 Spring Wire coppered... 1 50 No. 9 Preston..... 1 75
Basic..... \$25 50 Northern Fdy. No. 2... 26 75 Southern Fdy. No. 2... 30 00 Lake Sup. Charcoal... 31 45 Malleable..... 27 25	Sheet. Full coils..... per 100 lbs. \$9 50 Cut coils..... 9 75	Single Bitted (without handles). Warren Silver Steel... on application Warren Blue Finished... Matchless Red Pole..... \$11 50	Egg. No. 50 Imp. Dover..... \$1 10 No. 102 " tinned... 1 35 No. 150 " hotel... 2 10 No. 10 Heavy hotel tinned... 2 10 No. 13 " " 3 30 No. 15 " " 3 60 No. 18 " " 4 50
FIRST QUALITY BRIGHT TIN PLATES.	TIN.	Prices Warren Silver Steel... on application Warren Blue Finished... Matchless Red Pole..... \$11 50	Per doz. Hand. 8 9 10 12 Per doz. \$1 50 13 00 14 75 18 00
COKE PLATES.	HARDWARE.	Double Bitted (without handles). Warren's Natl. Blue, 3 1/2 to 4 1/2 lb..... Prices on application The above prices on axes of 3 to 4 lbs. are the base prices.	Moulders'. 12-inch..... Per doz. 20 00
Cokes, 180 lbs..... 20x28 \$16 80 Cokes, 200 lbs..... 20x28 17 00 Cokes, 214 lbs..... IC 20x28 17 40 Cokes, 270 lbs..... IX 20x28 19 30	ADZES.	RAILROAD.	BELLS.
BLUE ANNEALED SHEETS.	AMMUNITION.	Plumbs..... Net	Call. 3-inch Nickelated Rotary Bell, Bronzed base..... per doz. \$5 50
No. 10..... per 100 lbs. \$4 85 No. 12..... per 100 lbs. 4 90 No. 14..... per 100 lbs. 4 95 No. 16..... per 100 lbs. 5 05	PETERS CARTRIDGES.	Pounds..... 10 16 20 25 Per 1,000.... \$5 00 6 50 7 50 9 00	Cow. Kentucky..... 30%
ONE PASS COLD ROLLED BLACK.	SHELLS, LOADED, PETERS.	Pelouze..... 20%	Door. New Departure Automatic... \$ 7 50
No. 18-20..... per 100 lbs. \$5 70 No. 22-24..... per 100 lbs. 5 75 No. 26..... per 100 lbs. 5 80 No. 27..... per 100 lbs. 5 85 No. 28..... per 100 lbs. 5 90 No. 29..... per 100 lbs. 6 00	WINCHESTER.	BALANCES, SPRING.	Rotary. 3-in. Old Copper Bell... 6 00 3-in. Old Copper Bell, fancy... 6 00 3-in. Nickelated Steel Bell... 6 00 3 1/2-in. Nickelated Steel Bell... 6 50
GALVANIZED.	Gun Wads—per 1000.	Pinch or Wedge Point, per cwt... \$8 50	Hand. Hand Bells, polished... 15% White Metal... 15% Nickel Plated... 10% Swiss... 15% Silver Chime... 10%
No. 16..... per 100 lbs. \$6 50 No. 18-20..... per 100 lbs. 6 65 No. 22-24..... per 100 lbs. 6 80 No. 26..... per 100 lbs. 6 95 No. 27..... per 100 lbs. 7 10 No. 28..... per 100 lbs. 7 25 No. 30..... per 100 lbs. 7 75	Powder.	CLOTHES.	Miscellaneous. Church and School, steel alloys... 30% Farm, lbs. ... 40 50 75 100 Each.... \$3 00 3 75 5 50 7 25
WELLSVILLE POLISHED STEEL.	DUPOUNT'S SPORTING.	Small Willow..... per doz. 15 00 Medium Willow..... " 17 00 Large Willow..... " 20 00	BEVELS, TEE
No. 18-20..... per 100 lbs. \$7 10 No. 22-24..... per 100 lbs. 7 20 No. 26..... per 100 lbs. 7 30 No. 27..... per 100 lbs. 7 40 No. 28..... per 100 lbs. 7 50	DUPOUNT'S CANISTERS.	GALVANIZED STEEL.	Stanley's rosewood handle, new list..... Nets Stanley's iron handle..... Nets
KEYSTONE HAMMERED POLISHED STEEL.	DUPOUNT'S CANISTERS.	Per doz.... \$11 50 \$17 00 \$22 00	BINDING CLOTH.
28-26..... per 100 lbs. \$9 85 24-22..... per 100 lbs. 9 35	DUPOUNT'S CANISTERS.	AUGERS.	ZINCED..... 55% BRASS..... 40% BRASS, PLATED..... 60%
BAR SOLDER.	DUPOUNT'S CANISTERS.	BORING MACHINE.	Auger. Jennings Pattern... 20% Ford Car... List plus 5% Ford's Ship... Irwin... 35% Russell Jennings... 15% Clark's Expansive... 33 1/3% Steer's " Small list. \$22 00... 5% " Large " \$26 00... 5% Irwin Car... 35% Ford's Ship Auger pattern Car... List plus 5%
Warranted, 50-50..... per lb. 34.25c Commercial, 45-55..... " 31.85c Plumbers'..... " 29.50c	DUPOUNT'S CANISTERS.	CARPENTER'S NUT.	Center..... 10%
ZINC.	DUPOUNT'S CANISTERS.	HOLLOW.	COUNTERSINK.
In slabs..... 9c	DUPOUNT'S CANISTERS.	BONNEY'S.	No. 18 Wheeler's ... per doz. \$2 25 No. 20 " " 3 00 American Snailhead... " 1 75 " Rose " 2 00 " Flat... 1 40 Mahew's Flat... 1 60 " Snail... 1 90
SHEET ZINC.	DUPOUNT'S CANISTERS.	HERCULES.	DOWEL.
Cask lots..... 13c Less than cask lots..... 13 1/2 to 13 1/4	DUPOUNT'S CANISTERS.	HERCULES INFALLIBLE.	Russell Jennings..... 15%
COPPER.	DUPOUNT'S CANISTERS.	HERCULES LIGHTNING RIFLE.	GIMLET.
Copper Sheet, base..... 28 1/2	DUPOUNT'S CANISTERS.	HERCULES SHARPSHOOTER RIFLE.	Standard Double Cut... Doz. \$1 10-\$1 60 Countersink... Doz. 1 80
ASBESTOS.	DUPOUNT'S CANISTERS.	HERCULES UNIQUE RIFLE.	REAMER.
Boards and Paper, up to 1/16" 17c per lb. Thicker... 18c per lb.	DUPOUNT'S CANISTERS.	HERCULES BULLSEYE REVOLVER.	Standard Square... Doz. 2 50 American Octagon... 2 50
ANVILS.	DUPOUNT'S CANISTERS.	PEG.	SCREW DRIVER.
Trenton, 70 to 80 lbs.... 9 1/2c per lb. Trenton, 81 to 150 lbs.... 9 1/2c per lb.	DUPOUNT'S CANISTERS.	SHOULDERED.	No. 1 Common..... 40 No. 26 Stanley..... 75
ASBESTOS.	DUPOUNT'S CANISTERS.	PATENTED.	
Boards and Paper, up to 1/16" 17c per lb. Thicker... 18c per lb.	DUPOUNT'S CANISTERS.	SCRATCH.	
AXES.	DUPOUNT'S CANISTERS.	NO. 1 IS, SOCKET HAND'D. PER DOZ. 2 50 NO. 344 GOODELL-PRATT. List, less... 35-40% No. 7 STANLEY... 2 25	
BOYS' HANDLED.	DUPOUNT'S CANISTERS.	NIAGARA.	
Niagara..... 12 50	DUPOUNT'S CANISTERS.		